

SPOTLIGHT ON CONSOLIDATION

This week, R&R's format editors focus on consolidation, reflecting on such topics as:

- **NEWS/TALK**
One major merger at work
- **CHR**
When former foes move in
- **URBAN**
The changing competition
- **COUNTRY**
Why bigger is better
- **AC**
Doubling your pleasure
- **NAC**
Skills needed to succeed
- **ROCK**
Streamlining management
- **ALTERNATIVE**
Managing two properties
- **ADULT ALTERNATIVE**
Leading a radio group

Plus ... consultant **E. Alvin Davis** surveys the state of Oldies radio in a multipoly world.

Begins Page 52

PEOPLE IN THE NEWS

- **Steve Streit** now Evergreen VP/Director, AC Programming
- **Rod Calarco** new Exec. VP/Sales; **Bob Dunn** now Exec. VP/Affiliate Relations at Westwood One Nets
- **Jay Alan** appointed PD at WEJM-AM & FM/Chicago; **Monica Starr** becomes PD for WMXD/Detroit
- **Al Moinet** upped to VP/Promo; **Dawn Hood** appointed VP/Alternative Promo at Virgin
- **Lisa Cristiano** named VP/Alternative Promo; **Bruce Reiner** becomes VP/Crossover at MCA
- **Kevin Herring** now VP/Promo for River North Nashville

Page 3



Jacor CEO Randy Michaels: A 'Larger Than Life' Outlook

BY JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

Flash back 10 years. Think of the name **Randy Michaels**. You know, **Power Pig** and all? Would you have pegged him as a powerful group head of the future?

Yes, he's brilliant ... but he's a *renegade* ... the practical joker ... the guy who had the daily appointment with the vice principal in high school. Renegades never seemed to make for great management material.

But here it is, 1996, and **Jacor Communications** CEO Randy Michaels controls one of the industry's most potent radio groups — which seems to be growing as each week passes.

So ... is he still a renegade? Does he still see the vice principal? Let's explore!

R&R: For some time now, Jacor has been collecting properties throughout the country and apparently concentrating on medium or smaller markets such as Denver, where it has 46% of the market revenues; Atlanta, 27%; Tampa, 26%;



Michaels

and so on. But your latest deal with Gannett gives you **KIIS-FM/Los Angeles** — the top-billing station in the nation's No. 2 market. Is Jacor now gearing up for a new level of acquisitions and competition in the **Top 10 markets**? And what are your plans for **KIIS** and **Los Angeles** — do you plan to flip the property for more cash or will you build on your new presence there?

Randy Michaels: We don't have a plan to flip any station for

MICHAELS/See Page 41

McCord, Ferrara Reflect On Today's Radio Consolidation

Consolidation of radio station ownership these days is the '90s equivalent of California's 1849 gold rush: Nobody knows exactly what will happen or how long it'll last, but they all expect — despite some hardships — that it'll be a good thing in the end.

Two operators who have already mined their share with striking success are **Herb McCord** and **Peter Ferrara**, who sold their **Granum Communications Inc.** in March for \$410 million to

Infinity Broadcasting. (They are now back as consultants, using the name **Granum Communications Corp.**) The pair have had some time to sit back and get a lay of the land.

McCord figures the consolidation mania will settle into a pattern not unlike television: "I think that each market is going to have three or four major players, and that's going to be the universe."

GRANUM/See Page 22

WKTU Still On Top; Spanish Does Well In Summer Ratings

Despite an onslaught of ethnic, youth-oriented radio competition during the summer, **Evergreen Media's WKTU** remained at the top of the Big Apple heap, according to the just-released summer **Arbitron**.

The **CHR/Rhythmic** station added one-tenth to its spring share at the same time rival **WQHT** moved up a half-point and two youth-oriented Spanish-language competitors, **WSKQ** and **WPAT**, rose a combined full point. **WKTU** also kept its No. 1 rankings among 18-34 and 25-54 adults. **Howard Stern** still holds down the top spot in mornings.

RATINGS/See Page 45

New York			Los Angeles		
	Sp '96	Su '96		Sp '96	Su '96
WKTU-FM (CHR/Rhy)	6.7	6.8	KLVE-FM (Spanish)	7.2	7.1
WQHT-FM (CHR/Rhy)	5.8	6.3	KKBT-FM (Urban)	5.0	5.0
WCBS-FM (Oldies)	5.0	4.9	KPWR-FM (CHR/Rhy)	5.4	5.0
WLTW-FM (AC)	5.1	4.5	KFI-AM (Talk)	4.0	4.0
WSKQ-FM (Spanish)	3.6	4.2	KRTH-FM (Oldies)	3.8	3.8
WRKS-FM (Urban/AC)	4.7	4.0	KTWV-FM (NAC)	3.5	3.5
WINS-AM (News)	3.6	3.7	KIIS-A/F (CHR/Pop)	3.6	3.4
WOR-AM (Talk)	3.8	3.4	KLAX-FM (Spanish)	3.3	3.4
WXRK-FM (Alternative)	3.0	3.4	KABC-AM (Talk)	3.1	3.3
WABC-AM (Talk)	3.4	3.3	KOST-FM (AC)	3.2	3.2

FULL BREAKOUTS FROM FOUR MARKETS: Page 45
Same-Day Results: <http://www.ronline.com>

THIS #1 WEEK

- CHR/POP**
• DONNA LEWIS I Love You Always Forever (Atlantic)
- CHR/RHYTHMIC**
• KEITH SWEAT Twisted (Elektra/EEG)
- URBAN**
• AZ YET Last Night (LaFace/Arista)
- URBAN AC**
• LUTHER VANDROSS Your Secret Love (LV/Epic)
- COUNTRY**
• PAUL BRANOT I Do (Reprise)
- NAC**
• DAVID SANBORN Spooky (Elektra/EEG)
- HOT AC**
• DONNA LEWIS I Love You Always Forever (Atlantic)
- AC**
• CELINE DION It's All Coming Back To Me Now (550 Music)
- ACTIVE ROCK**
• TONIC Open Up Your Eyes (Polydor/A&M)
- ROCK**
• RUSH Test For Echo (Atlantic)
- ALTERNATIVE**
• SUBLIME What I Got (Gasoline Alley/MCA)
- ADULT ALTERNATIVE**
• SHERYL CROW If It Makes You Happy (A&M)

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SALARY SURVEY

Feast Or Famine For Radio GMs

BY RON RODRIGUES
R&R MANAGING EDITOR

Thanks to consolidation, radio station GMs have faced one of two lots in life lately: They keep their job and their pay rises substantially, or they lose their job and are met with a market or job downgrade. There doesn't seem to be an in-between.

R&R's latest Radio Industry Salary Survey — conducted in

Complete results: Pages 32-36

conjunction with the accounting firm **Miller, Kaplan, Arase & Co.** — found that GM compensation has risen by one-third in the last two years. But in return for the extra dollars, those execs are being asked to oversee an ever-growing number of stations within each market.

The typical GM made 16% more money in 1995 compared to 1994. Certain other positions

SURVEY/See Page 22

'The Most Powerful Concept In Marketing'

Focus is the key to successful radio

BY DAVE ELLIOTT
SPECIAL TO R&R

Legendary marketing strategist **Al Ries** has a new book out called "FOCUS: The Future Of Your Company Depends On It." In his best-selling book, "The 22 Immutable Laws Of Marketing," co-author **Ries** says *focus* is "the most powerful concept in marketing."



Ries

In this first installment of a two-part exclusive interview, Mr. Ries takes the focus concept to the next level by applying it to the specific needs of the radio and record industries.

Dave Elliott: Since your new book really drives home the importance of the word "focus," why don't we start

with a quick overview of this immutable concept.

Al Ries: If you want to get rich and famous today, all you have to do is remember one word. If you saw the movie "The Graduate," the word was "plastics." The word today is "focus."

For example, every small town in America has a coffee shop. What do you find at a coffee shop? Breakfast, lunch, dinner, hamburgers, hot dogs, etc. So what did **Howard Schultz** do? He focused on coffee only. And he's opened up **Starbucks** coffee shops across America. He's made

REIS/See Page 28

Meet Us At The NAB Convention!

If you're reading this at the **NAB World Media Expo** in Los Angeles, check out a demonstration of **R&R's** upgraded World Wide Web site (<http://www.ronline.com>). The site — which debuted yesterday — features the radio industry's first continuously updated online news service.

By selecting "Today's News" on **R&R ONLINE's** home page, industry executives can obtain the very latest station ownership changes, personnel moves, group-owner holdings, closing stock prices, and other important events. This site will be updated at least twice each business day.

The **R&R ONLINE** news service will be available free during an introductory period to all **R&R** subscribers. It will then be available for a nominal fee.

The demonstration takes place in the L.A. Convention Center Exhibit Floor, Booth 2605.

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Streit Adds VP/Dir. AC Programming Post For Evergreen Media

WASH-FM & WGAY-FM/Washington PD Steve Streit has been elevated to VP/Director AC Programming for parent Evergreen Media Corporation. In addition to his new corporate tasks, Streit will continue programming the Mainstream AC/Soft AC combo.



Streit

According to Evergreen VP/Programming Steve Rivers, "Steve Streit's one of today's most influential and successful AC PDs, and I very much respect and value his tal-

STREIT/See Page 45

Alan WEJM PD As Starr Joins WMXD

WEJM-AM & FM/Chicago Asst. PD Jay Alan has been upped to PD of the Urban simulcast. He succeeds Monica Starr, who has transferred to the PD post at Evergreen Media co-owned Urban AC WMXD/Detroit.



Starr

"This is a win-win situation," said WEJM & WVAZ-FM VP/GM Don Moore. "We were able to keep a talented programmer like Monica Starr in the Evergreen family and tap into our strong talent pool

ALAN/See Page 22

Herring Up To River North VP/Promotion

River North Nashville VP/Field Promotion Kevin Herring has been elevated to VP/Promotion. The post has been vacant since Bobby Young's departure two months ago.



Herring

"Kevin is creative, diligent, and works hard," label VP/GM Eddie Mascolo told R&R. "He's one of the best VPs out there, and I'm thrilled he's here."

Herring commented, "River North is absolutely a hot little record la-

HERRING/See Page 45

Been There, Brooks & Dunn That



In addition to being named Entertainer of the Year at last week's CMA Awards, Brooks & Dunn also won their fifth consecutive Vocal Duo of the Year honor. Pictured at Arista/Nashville's post-awards party are (l-r) BMG Distribution President Pete Jones, Arista/Nashville President Tim DuBois, Ronnie Dunn, Arista President Clive Davis, and Kix Brooks.

One-Book Markets To Get Fall Survey

Arbitron also adds qualitative to 128 markets

Say goodbye to once-a-year Arbitrons. The ratings company is adding a fall book to the 55 standard and condensed markets that are currently surveyed only during the spring. Arbitron is also adding some top-line qualitative data to 128 markets that don't currently receive Arbitron's Scarborough or RetailDirect qualitative data.

The addition of a fall survey to the once-a-year markets will come at some increased cost to the subscribers in those markets, but Arbitron VP/Communications Thom Mocarsky said a new rate schedule hadn't yet been finalized. "But it's not going to be double their current rate," he said.

As a result of a survey of broadcasters in markets ranked 100+. Arbitron will include a 20-question survey in each radio diary. A couple of likely questions will involve intent to buy a new car and the amount spent on grocery purchases. Other categories include fast food, furniture, beer, soft drinks, banking, and possibly competitive media usage. Results will be published in Arbitron's Maximiser program at no additional cost to Maximiser subscribers.

The new service will carry the brand name RetailDirect — which is the same name of a qualitative service that Arbitron uses in 43 medium markets. But the smaller-market version contains only a fraction of the questions asked by its larger-market cousin.

View a complete list of the 55 markets that received a fall book and the 128 markets that will have a qualitative survey on R&R ONLINE: <http://www.rronline.com>.

Calarco, Dunn Named WW1 Nets Exec. VPs

Rod Calarco — who had been head of CBS's FM station group until CBS was absorbed by Westinghouse earlier this year — has been tapped as Exec. VP/Sales for Westwood One Radio Networks, succeeding Michael Brochstein. Concurrently, WW1 Radio Networks Sr. VP/Affiliate Relations Bob Dunn has been elevated to Exec. VP/Affiliate Relations.



Calarco

WW1 Nets President Jeff Lawenda said of Calarco's appointment, "Rod brings an impressive, solid track record with both broad and in-depth radio experience to his new position. He's a well-known industry leader with a reputation for getting exceptional revenue results. Throughout his radio career, Rod has always been a believer in the spirit

of partnership with the advertising community."

Calarco added, "I've worked with Jeff in the past at CBS Radio, and I'm looking forward to joining his team. This is an exciting time to join WW1 — [the company] is in an excellent position to take advantage of the growing advertiser demand for network radio delivery."

Prior to his most recent post, Calarco served as VP/GM of WCBS-FM/New York. Before that, he served in the same capacity at co-owned KRQR (now KLLC)/San Francisco. Calarco has also served as WCBS-FM's GSM, Manager of CBS Spot Radio Sales, and LSM for WCAU-AM/Philadelphia.

WW1/See Page 22

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Virgin Restructures Promotion Dept.

Moinet, Hood elevated; Douglas Sr. Dir./Albums

Virgin Records has elevated Al Moinet from VP/Pop Promotion to VP/Promotion, Dawn Hood from Sr. Director/Alternative Promotion to VP/Alternative Promotion, and Scott Douglas from National Director/Album Promotion to Sr. Director/Promotion, Albums.



Moinet



Hood

"Al's many years of experience and undeniable relationships have earned him the opportunity to run

his own area," said label Sr. VP/Promotion Michael Plen. "My confidence level in his abilities exceeds 200%."

"Dawn understands the importance of long-term strategy and patience in successfully developing an artist. And Scott built a very credible reputation and helped develop some highly tal-

VIRGIN/See Page 45

Cristiano, Reiner New MCA Promo VPs

MCA Records has tapped former Radioactive Records National Promotion Head Lisa Cristiano as VP/Alternative Promotion and former Columbia Records Director/Crossover Promotion Bruce Reiner as VP/Crossover Promotion.



Cristiano



Reiner

"Lisa was an obvious choice for the gig," said MCA Sr. VP/Promotion Skip Bishop. "She loves music, radio, and the people who make it

happen. Her unbelievably vast list of close friends at radio, coupled with her passionate musical spirit, makes Lisa one of the industry's rising stars."

Regarding Reiner, Bishop quipped: "What? I hired Bruce Reiner? You've got to be kidding. Tell his attorney I'm in a meeting." Prior to Radioactive, Cristiano had

MCA/See Page 22

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'A Historic Time For Radio'

□ FCC Audio Services' Linda Blair talks about life after the Telecom Act

We know how broadcasters are dealing with the new Telecommunications Act. But what about the regulators' perspective?

R&R recently interviewed FCC Audio Services Division Chief **Linda Blair**. Her division, staffed by about 100 people, is part of the Mass Media Bureau and handles all of the radio applications in the U.S. Blair chats about life on the other side of the fence and details what radio broadcasters can expect from the division in the next few months.



Linda Blair

R&R: How has "merger mania" affected the Audio Services Division?

LB: The most obvious impact has been the tremendous influx of transfer and assignment applications precipitated by the relaxation of radio ownership rules. By July 19, 1996 this division had acted on the

same number of assignment and transfer applications that it acted on in all of 1995. That number was 2025.

As of October 1, 1996 we had acted on over 2700 applications. There are no signs of any slowing and, if history holds true, November and December will be our biggest months because that's when broadcasters are trying to wrap up their deals before the end of the year.

In reference to whether merger mania has spread to all major mar-

kets, I can't give a scientific answer. I did see some agency-generated figures that seemed to indicate the number of owners in all size markets has decreased to some extent in the six months since the Act.

Certainly the signs of consolidation are greatest in the Top 25 markets. It seems to be filtering down. I had a conversation with a broadcaster yesterday who pointed out that for some entities like **Infinity** the bigger markets are what they're after, but for other broadcasters — for their own business reasons — the mid-size markets are equally if not more appealing.

R&R: What's the division most concerned about when looking at a radio station transfer?

LB: Whether it's a large merger or not, what we basically look at is what the Communications Act re-

Continued on Page 16

Indecency Fines Back In The Spotlight

□ Jencom's WVIC hit with \$8000 penalty for calls placed to morning show

Here's a tune we haven't heard in a couple of years: The FCC last week slapped **Jencom's WVIC-FM/Lansing, MI** with an \$8000 indecency fine.

This is the first such fine since **KNON-FM/Dallas** and **KFMH-FM/Muscataine, IA** were each cited for \$12,500 in April 1994. In an October 2 letter to Jencom the Commission stated its belief, "that the subject excerpts are indecent in that they contain language that describes sexual and excretory activities or organs in patently offensive terms. Because the material aired at times when there was a reasonable risk that children may have been in the audience, it is legally actionable."

The excerpts in question, taped and submitted by a listener, were taken from calls to morning man **Jazz McCay's** June 3, 1996 show. Among the more explicit of those was from a male caller, who told

McCay: "Hey, I just wanted to say, you know that idiot you offered a bong hit to and said no? Tell that motherfucker to suck my dick."

□ The FCC has hinted it is revisiting indecency cases. There doesn't have to be anything setting [the WVIC] case apart from the rest, it could just have been their lucky number.

—Bob Corn-Revere

Jencom President **James Jensen** told R&R he wasn't sure how the station would reply to the FCC, although he said they would "probably appeal it."

"Those words were offensive, and I don't want them on my station," Jensen said. "But unfortunately we didn't get the tape delay system in until after the callers had gotten on the air."

Jensen explained that McCay had been hired just days before the broadcast and that he was a "pretty controversial" figure. Nevertheless, Jensen maintains that McCay was in no way at fault. He also said he has no proof of who sent the tape to the FCC.

"I have never dealt with an issue like this before, and I hope not in the future," he concluded.

More Fines To Come?

The fine comes at a time when the FCC appears to be getting ready to move on the piles of indecency

complaints it has received over the past month — particularly those involving **Infinity Broadcasting** shock jock **Howard Stern**.

But **Hogan & Hartson** communications attorney **Bob Corn-Revere** doesn't think broadcasters should hold their breath for new in-

INDECENCY/See Page 26

BUSINESS BRIEFS

Casino Ad Ban Set For Review

The Supreme Court Monday (10/7) sent back to a U.S. Appeals Court a ruling that upholds a federal ban on radio and television ads for casino gambling.

Radio stations are prohibited from broadcasting ads for "any lottery, gift enterprise, or similar scheme offering prizes dependent ... upon lot or chance."

In May the high court struck down a state ban on advertising liquor prices, arguing it violated free speech. In light of the that ruling, the Justice Department urged the Supreme Court to send the casino ad case back for further consideration.

Westinghouse, Infinity Set Shareholder Votes

Westinghouse Electric Corp. (NYSE: WX) and **Infinity Broadcasting's** (NYSE: INF) respective shareholders will vote on the companies' proposed merger December 10 in New York. Shareholders must be of record by October 15 to be entitled to vote. A CBS/Westinghouse spokesperson said plans were "proceeding smoothly" and the board members are all in favor of the deal.

Three Added To FCC's Development Fund

FCC Chairman **Reed Hundt** has named **Ginsburg, Feldman & Bress** partner **Thomas Hart**, **Black Entertainment Television** COO **Debra Lee**, and **Allen & Co.** Managing Director **Richard Fields** to the board of directors of the Telecommunications Development Fund (TDF).

Hundt must still name representatives from the FCC, the **Small Business Administration**, and the **Department of the Treasury**.

The TDF, mandated by the Telecom Act, will help fund and develop small telecommunications businesses and new technologies.

Minority Hiring How-To's

The **Radio-Television News Directors Foundation** has published the "Minority Recruitment Directory" to guide stations in hiring women and minorities. The directory is available at <http://www.rtnfd.org/rtnfd/>.

Premiere Repurchases Stock, Closes Deals

Los Angeles-based Premiere Radio Networks (Nasdaq: PRNI and PRNIA) will repurchase up to \$3 million of its common stock and Class A stock. No deadline was set.

The repurchase will be "from time to time" in the open market, according to the company. Premiere will also consider purchasing shares in negotiated transactions. The company has about \$20 million cash and no long-term debt. It has about 3.5 million common shares and 4 million Class A shares outstanding.

Premiere also completed its \$8.5 million cash purchase of **Cutler Productions Inc.** Cutler's owner, **Ron Cutler**, has been named President of Premiere's Cutler Productions division.

Concurrently, Premiere settled its acquisition of one of America's oldest jingle companies, **Philadelphia Music Works Inc.** The purchase price, announced on September 13, was \$635,000 and contingent payments aggregating up to \$700,000, which could be payable based upon the audience levels delivered by PMW over the next three years. Any contingent payments would be in cash or stock at Premiere's option.

Cell Block For Sonny Bloch

Former financial talker **Sonny Bloch** last week was sentenced to 21 months in prison, three years' probation, and 750 hours of community service for tax evasion and perjury before the **Securities and Exchange Commission**.

Bloch could be looking at even more prison time after he pleaded guilty last month to bilking his listeners out of more than \$21 million. He faces up to 70 years in prison and millions of dollars in fines in the fraud case.

Bloch's show, which ran for 15 years, was heard on 170 stations and claimed to have one million listeners.

Continued on Page 26



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Southern CA Radio Station	Lender	Refinancing	\$ 5,600,000
Southern CA Radio Group	Lender	Refinancing	\$ 5,500,000
Southwest Radio Group	Lender	Tower Financing	\$ 1,500,000
Midwest TV Station	Lessor	Equipment Financing	\$ 208,000

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Kathleen S. Oliver, District Manager
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WXLO
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SENIOR SECURED TERM LOAN
FOR

REFINANCING OF EXISTING DEBT AND PROVIDING
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DEER RIVER
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The CIT Group/Industrial Financing
provided the funding for the
above transaction.

May 1996

**THE
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INNER CITY BROADCASTING CORPORATION

KBLX *The Quiet Storm*
102.9 FM *Soft & Warm*

\$9,000,000

REFINANCING

FOR

BROADCAST PROPERTIES

The CIT Group/Industrial Financing
provided the funding for the
above transaction.

**THE
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GROUP**

DEAL OF THE WEEK

• **KQKS-FM/Longmont (Denver)**
\$15 million

1996 DEALS TO DATE

Dollars To Date: \$12,605,608,760
(Last Year: \$4,890,980,967)

This Week's Action: \$48,250,240
(Last Year: \$100,215,000)

Stations Traded This Year: 1809
(Last Year: 1084)

Stations Traded This Week: 20
(Last Year: 51)

TRANSACTIONS AT A GLANCE

- KHAR-AM & FM/Anchorage, AK \$900,000
- WYDA-FM/Graceville, FL \$175,000
- WOSN-FM/Indian River Shores, FL \$1.6 million
- WFAM-AM/Augusta, GA \$330,000
- KQM-QAM & FM/Honolulu \$4 million
- WSCR-AM/Chicago \$7.5 million
- WKEQ-AM/Burnside, KY \$867,729.57*
- WAFX-FM/Belfast, ME \$675,000
- WXCD-FM/Syracuse \$2 million
- WCRY-AM/Fuquay-Varina, NC \$175,000
- WHLO-AM/Akron & WTOF-FM/Canton, OH \$8 million
- WLEC-AM & WCPZ-FM/Sandusky, OH No cash consideration
- KQSY-FM/Collinsville, OK \$10
- WLAN-AM & FM/Lancaster, PA \$7 million
- KWSK-FM/Daingerfield, TX \$27,500

* This price is rounded to the nearest dollar for use in weekly and year-to-date totals.

TRANSACTIONS

**Jefferson-Pilot Deals Itself
A Full House In Denver**

☐ **Adds KQKS to its mile-high family, now has three FMs and two AMs**

Deal of the Week

KQKS-FM/Longmont (Denver)

PRICE: \$15 million (estimated)
BUYER: Jefferson-Pilot Communications Co., headed by Radio Division President **Clarke Brown**. It owns 16 stations, including **KKFN-AM, KYGO-AM & FM & KHHT-FM/Denver**. Phone: (404) 261-2970

SELLER: Western Cities Broadcasting, headed by President **Richard Phalen**. Phone: (303) 721-9210

FREQUENCY: 104.3 MHz
POWER: 50.3kw at 1204 feet
FORMAT: CHR
BROKER: Blackburn & Co.

Alaska

KHAR-AM & KBRJ-FM Anchorage

PRICE: \$900,000
TERMS: Asset sale for cash
BUYER: Pioneer Broadcasting Co. Inc., headed by President **Elisabeth Clapp Williams**. It owns 10 stations, including **KFQD-AM, KEAG-FM, KMXS-FM & KWHL-FM/Anchorage**. Phone: (206) 628-3121

SELLER: Sourdough Broadcasters Inc., a wholly owned subsidiary of **Alaska Broadcast Communications Inc.**, headed by President **Steven Rhyner**. Phone: (907) 586-3630
FREQUENCY: 590 kHz; 104.1 MHz
POWER: 5kw; 55kw at 62 feet
FORMAT: Nostalgia; Country

Florida

WYDA-FM/Graceville

PRICE: \$175,000
TERMS: Asset sale for \$20,000 cash and a 25-year, \$155,000 promissory note at 9% interest
BUYER: **GFR Inc.**, headed by Chairman **John Biddinger**. Phone: (317) 844-7390

SELLER: **Lina Parish**. Phone: (904) 482-3046
FREQUENCY: 101.7 MHz
POWER: 6kw at 321 feet
FORMAT: Country

WOSN-FM/Indian River Shores
PRICE: \$1.6 million
TERMS: Asset sale for cash

BUYER: **Commodore Media Inc.**, headed by President **Bruce Friedman**. It owns 34 stations, including **WBBE-FM/Gifford, FL; WZZR-FM/Stuart, FL; and WAXE-AM, WAVV-FM, WPAW-FM & WQOL-FM/Vero Beach, FL**. Phone: (212) 302-5580

SELLER: **Indian River Shores Partners L.L.C.**, headed by managing member **Sally Dillon**
FREQUENCY: 97.1 MHz
POWER: 6kw at 328 feet
FORMAT: Nostalgia
BROKER: **Randall Jeffrey Jr. of Media Venture Partners**

Georgia

WFAM-AM/Augusta

PRICE: \$330,000
TERMS: Asset sale for \$15,000 cash; a 10-year, \$177,000 promissory note at 10% interest; and a \$138,000 non-compete agreement
BUYER: **J.J. & B Broadcasting Inc.**, headed by President **Robert Wilkins**. Phone: (864) 585-1885
SELLER: **Family Broadcasters Inc.**, headed by President **J.R. McClure**. Phone: (864) 297-8000
FREQUENCY: 1050 kHz

POWER: 5kw day/30 watts night
FORMAT: This station is dark.

Hawaii

KQM-QAM & FM Honolulu

PRICE: \$4 million
TERMS: Transfer of assets; **CAT Broadcasting L.P. and Desert Communications II Inc.** are combining to form **Caribou Broadcasting II**, headed by President **Kent Nichols**

BUYER: **Caribou Broadcasting**; it also owns **KPOI-FM/Honolulu**. **Nichols** is also head of **Caribou Communications Co.**, which owns three stations. Phone: (303) 436-1869

SELLER: **Desert Communications II Inc.**, headed by President **Matthew Breyne**. Phone: (808) 591-9369

FREQUENCY: 690 kHz; 93.1 MHz
POWER: 10kw; 54kw at -118 feet
FORMAT: CHR; CHR
BROKER: **Kalil & Co.**

Illinois

WSCR-AM/Chicago
PRICE: \$7.5 million

TERMS: Asset sale for \$3,750,000 cash and a five-year, \$3,750,000 promissory note at 7.5% interest

BUYER: **Personal Achievement Radio of Illinois Inc.**, headed by President **John Douglas**
SELLER: **CBS Inc.**, a subsidiary of **Westinghouse**. It owns **WMAQ-AM, WBBM-AM & FM & WXRT-FM/Chicago** and has agreed to buy **WJJD-AM, WCKG-FM, WJMK-FM & WUSN-FM/Chicago** through its acquisition of **Infinity Broadcasting**. Phone: (212) 975-4595

FREQUENCY: 820 kHz
POWER: 5kw day/1200 watts night
FORMAT: Sports/Talk
BROKER: **H.B. LaRue Media Brokers**

Kentucky

WKEQ-AM/Burnside

PRICE: \$867,729.57
TERMS: Asset sale for \$50,000 cash and a \$817,729.57 promissory note at 6.5% interest
BUYER: **First Radio Inc.**, headed by President **Nolan Kenner**. It owns **WSFC-AM & WSEK-FM**

Continued on Page 12

Get The Facts On **ONE-to-ONE** MARKETING

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OmniAmerica Group
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Radio West
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Citadel Communications
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OmniAmerica Group
to
Citicasters
\$24,000,000

OmniAmerica Group
to
Nationwide Communications, Inc.
\$43,500,000

OmniAmerica Group
to
Chancellor Broadcasting Company
\$178,000,000

Radio Elizabeth, Inc.
to
Children's Broadcasting, Corporation
\$11,500,000

SFX Broadcasting, Inc.
to
Bonneville International Corporation
\$25,000,000

Brown Broadcasting Company
to
Sandusky Radio
\$29,250,000

IBS Corporation
to
KALI-FM, Incorporated
\$9,100,000

Midcontinent Media, Inc.
to
Chancellor Broadcasting Company
\$22,000,000

Alta Gulf, Inc.
to
Citicasters, Inc.
\$8,000,000

Marathon Broadcasting Corporation
to
Triathlon Broadcasting Company
\$3,300,000

Beasley Broadcast Group
to
Evergreen Media Corporation
\$103,000,000

The Kravis Company
to
Cox Broadcasting

Evergreen Media Corporation
to
EZ Communications

Chancellor Broadcasting Company
to
American Radio Systems, Inc.
\$33,000,000

Chancellor Broadcasting Company
to
Evergreen Media Corporation
\$30,000,000

HMW Communications, Inc.
to
SFX Broadcasting, Inc.
\$43,000,000

Tichenor Media System, Inc.
and
Clear Channel Communications, Inc.
with
Heftel Broadcasting Corporation
\$690,000,000

KIFM Broadcasting, L.P.
to
Jefferson Pilot Communications
\$28,750,000

Pyramid Communications, Inc.
to
Evergreen Media Corporation
\$306,500,000

Tribune Broadcasting Company
to
Henry Broadcasting
\$13,000,000

Panache Broadcasting, L.P.
to
Mercury Radio Communications
\$48,000,000

Shamrock Broadcasting, Inc.
to
Chancellor Broadcasting Company
\$395,000,000

Chancellor Broadcasting Company
to
Secret Communications
\$27,000,000

TK Communications
to
Paxson Communications, Inc.
\$57,500,000

Evergreen Media Corporation
to
Mercury Radio Communications, Inc.
\$19,500,000

Evergreen Media Corporation
to
American Radio Systems, Inc.
\$12,500,000

Crescent Communications
to
Tichenor Media System, Inc.
\$40,000,000

Crescent Communications
to
Evergreen Media Corporation
\$44,000,000

Olympic Broadcasters, Inc.
to
American Radio Systems, Inc.
\$14,000,000

Tar Heel Broadcasting System, Inc.
to
Pinnacle Broadcasting Company, Inc.
\$3,700,000

Zapis Communications
to
American Radio Systems, Inc.
\$24,800,000

Diamond Broadcasting, Inc.
to
Group W Radio, Inc.
\$77,000,000

Compass Radio Group, Inc.
to
Par Broadcasting, Inc.
\$68,000,000

Sun Mountain Broadcasting Stations
to
Trumper Communications, Inc.
\$5,250,000

Secret Communications, L.P.
to
Evergreen Media Corporation
\$237,750,000

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TRANSACTIONS

Continued from Page 10

Somerset, KY. Phone: (606) 679-3533
SELLER: WKEQ Inc., headed by President Lenn Pruitt. It owns WJDJ-FM/Burnside. Phone: (502) 932-4059
FREQUENCY: 910 kHz
POWER: 430 watts day/115 watts night
FORMAT: Sports/Talk
BROKER: Henson Media Inc.

Maine

WWFX-FM/Belfast
PRICE: \$675,000
TERMS: Asset sale for cash
BUYER: Star Broadcasting of Maine Inc., headed by President Mark Osborne. It also owns WLKE-FM/Bal Harbor, ME. Phone: (207) 667-7573
SELLER: Group H Radio Inc., headed by President Michael Hauptman. Phone: (203) 862-9330
FREQUENCY: 104.7 MHz

POWER: 10kw at 1099 feet
FORMAT: CHR

New York

WXCD-FM/Syracuse
PRICE: \$2 million
TERMS: Asset sale for cash
BUYER: Pilot Communications L.L.C., headed by President James Leven. It owns seven stations, including WNDR-AM & WNTQ-FM/Syracuse and WAQX-FM/Manilus (Syracuse). Phone: (315) 472-0200
SELLER: Salt City Communications Inc., headed by President Merrill Charles. Phone: (315) 472-1059
FREQUENCY: 105.9 MHz
POWER: 1.25kw at 200 feet
FORMAT: AC

North Carolina

WCRY-AM/Fuquay-Varina
PRICE: \$175,000
TERMS: Asset sale for \$50,000 cash and a three-year, \$125,000 promissory note

BUYER: Durham Christian Radio Inc., headed by President L.E. Willis. It owns 26 other stations, including WSRC-AM/Durham, NC. Phone: (804) 622-4600
SELLER: Pinehurst Broadcasting Corp., headed by President Dane Adams. Phone: (919) 552-2263
FREQUENCY: 1460 kHz
POWER: 5kw day/122 watts night
FORMAT: News/Talk

Ohio

WHLO-AM/Akron & WTOF/Canton
PRICE: \$8 million
TERMS: Asset sale for cash
BUYER: Caron Broadcasting Inc., a wholly owned subsidiary of Salem Broadcasting Inc., headed by President Edward Atsinger III. Phone: (805) 987-0400
SELLER: Mortenson Broadcasting Co. of Akron L.L.C. and Mortenson Broadcasting of Canton L.L.C., headed by President Jack Mortenson. Phone: (606) 245-1000
FREQUENCY: 640 kHz; 98.1 MHz
POWER: 5kw day/500 watts night; 36kw at 574 feet
FORMAT: Religious; Religious

WLEC-AM & WCPZ-FM/Sandusky
PRICE: No cash consideration
TERMS: Transfer of stock
BUYER: Regina Henry. She is acquiring Allur-Ohio Inc. as a gift.
SELLER: Ragan Henry. Phone: (609) 216-9014
FREQUENCY: 1450 kHz; 102.7 MHz
POWER: 1kw; 50kw at 135 feet
FORMAT: B/EZ; AC

Oklahoma

KQSY-FM/Collinsville
PRICE: \$10
TERMS: Stock sale for cash
BUYER: Friendship Broadcasting II L.P., headed by general partner Raymond Clatworthy, is acquiring 1% of Anthony Bono's 51% interest in Friendship Broadcasting L.L.C. Clatworthy will now be named as co-manager with Bono.
SELLER: Anthony Bono. Phone: (713) 376-2071
FREQUENCY: 101.5 MHz
POWER: 6.2kw at 656 feet
FORMAT: Religious

Pennsylvania

WLAN-AM & FM/Lancaster
PRICE: \$7 million
TERMS: Asset sale for cash
BUYER: Clear Channel Communications Inc., headed by President Lowry Mays. It also owns WRAW-AM & WRFY-FM/Reading. Phone: (210) 822-2828

SELLER: Peoples Broadcasting Co., headed by President Samuel Altdorffer Jr. Phone: (717) 295-9700
FREQUENCY: 1390 kHz; 96.9 MHz
POWER: 5kw day/1000 watts night; 50kw at 499 feet
FORMAT: Nostalgia; CHR

Texas

KWSK-FM/Daingerfield
PRICE: \$27,500
TERMS: Asset sale for cash
BUYER: OARA Inc., headed by President Kenneth Reynolds. It owns KAGG-FM/Madisonville, TX. Reynolds is also the owner of Big Country Radio Inc., which owns KBIL-AM & KROO-FM/Breckenridge, TX. Phone: (409) 268-9696
SELLER: Robworthton Broadcasting, headed by majority partners Gerald Dalton and Richard Whitworth. Phone: (214) 353-5000
FREQUENCY: 106.9 MHz
POWER: 1.1kw at 512 feet
FORMAT: AC

For The Record

In last week's (R&R 10/4) story "DAB Proponents Mull Technology's Future" a quote attributed to AT&T/Lucent's Edward Chen should have noted that Chen was referring to the DAB subcommittee and not to the NAB as a whole. AT&T/Lucent is unwilling to work with the subcommittee on IBOC in San Francisco.

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Illustrations by J. T. Steiny

Cross-Ownership Waivers Reviewed For Radio/Newspaper By FCC

As promised, the FCC is revisiting its radio/newspaper cross-ownership rules, possibly laying the groundwork for permanent waivers in the ABC Inc. deal.

Current rules prohibit a broadcast licensee from owning a newspaper and a radio or TV station in the same market. Since 1975 when the rules were adopted, the FCC has granted only two permanent waivers, both for television stations. In granting its approval of the ABC deal, the group was given one year to sell its newspapers or radio stations in Dallas and Detroit.

Healthy Diversity

In a notice of inquiry (NOI) released last week, the FCC acknowledged "there may be markets in which allowing waiver of the cross-ownership restriction would be healthy for the maintenance of diversity."

The Commission is asking for comments on whether it should change its waiver policy and if so, how. Among the considerations cited:

- whether the newspaper is going under and the only potential buyer owns a local radio station; and
- whether allowing a waiver would increase dissemination of news while not adversely affecting competition and diversity.

A new waiver policy could be based on such things as the size of the market or the number of "voices" that would remain in the market after the sale.

The latter raises the question of how radio stations are counted compared to television and newspapers in the market. The Commission has previously stated that, "realistically, a radio station cannot be considered the equal of either paper or the television station in any sense, least of all in terms of being a source for news or for being the medium turned to for discussion of matters of local concern."

Also, the FCC is asking whether non-commercial radio stations should be counted as voices, must the station's contour be almost the same as the circulation area of the paper, and if percentage of advertising revenues in a market should be a factor.

If any changes are made, they would be to the waiver policy and not the rule itself. This means the FCC does not need to hold a rule-making procedure.

Comments are due December 9.



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- SALES & MANAGEMENT: Leveraging In-Market Multiple Ownership into Bigger and Better Business
- WHAT'S A STATION WORTH?: Risks and Rewards in Properties and Prices
- MONEY MARKETS: An Inside Look at Costs and Availability of Equity and Debt Capital

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Lou Mercatanti, Chmn. & Pres., Nassau Broadcasting
David Pearlman, co-COO, American Radio Systems
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'A Historic Time For Radio'

Continued from Page 6

quires us to look at. For example, we look at alien ownership issues, technical and financial qualifications, and issues related to unauthorized transfers of control. We also look at issues adjunct to character, ownership issues such as attribution and, when necessary, we coordinate with the enforcement division to look at issues such as indecency.

I'd like to give some public recognition to the staff. With the tremendous increase in volume, they're still getting the applications out within 10 days if they don't involve waivers and are not contested. When an application draws a petition to deny, an informal objection, etc., we slow down a bit because a lawyer or an engineer has to get involved to write a decision document. And those applications are increasing, too.

With an increase in applications there's also an increase in waiver requests and petitions to deny. We're struggling to keep up because you know how important it is for broadcasters to bring their deals to a con-

clusion, particularly within the increasingly big-dollar deals.

The non-routine cases are more numerous and applications more complicated under the new rules. The best example of that is the proposed Westinghouse-Infinity transaction. When we write a legal document on that case, it will involve somewhere around 86 stations; that number fluctuates from day to day. We'll also deal with six permanent one-to-a-market waiver requests and nine temporary one-to-a-market waiver requests. That's a complicated document.

R&R: Since the Telecom Act we've seen some dramatic changes in the radio industry. What Telecom-induced rule changes are left to be made?

LB: The most important radio provision has already been implemented: the order eliminating the national ownership restrictions and relaxing the local ownership restrictions. That's the order that has precipitated the flood we've been discussing.

A few items that affect radio are still outstanding, such as the order implementing the new renewal process.

Also, in late March [the Commission proposed] to permit radio stations, in certain circumstances, to make minor modifications in their facilities without securing a construction permit. Basically, the station will be skipping the CP stage and going directly to the license stage. We've already received all the reply comments on that, and I think a draft report and order will go to the Commission very shortly.

That NPRM report and order are the types of things I was referring to when I said we do technical rule-making decisions. It's basically in response to what people are feeling both inside and outside of the government: the general need to streamline. You could call it part of reinventing government — doing things in a different way if you could do them more efficiently.

R&R: How many months or days does this eliminate from the process?

LB: A lot. By the time it gets into the agency and is put into the data system, a minor modification application usually takes several months

to move through the division. Now you're basically skipping all that. I don't know how much money it saves, but time is money. And to make changes straight to the license saves broadcasters a lot of time — several months — and a lot of money.

R&R: What other issues need to be wrapped up?

LB: There's a report and order concerning the new eight-year license renewal term that's still pending. It's under consideration by the Commission and will probably come out in the near future.

Then there are two more notices of proposed rulemakings that are related to the Telecom Act. One is the notice involving attribution rules for both radio and television; the other primarily involves television local ownership rules. But in that context, it also raises questions concerning television/radio cross-ownership. The Commission will be considering those soon.

R&R: What sort of rules do you think we should expect to see regarding radio/TV and radio/newspaper cross-ownership?

LB: The radio/newspaper Notice of Inquiry came out on Friday (10/4) concerning waivers of the restrictions. Since the NOI just went out asking the public what we should do, it would be presumptuous to predict the outcome or even what the timing will be. There was a very broad range of ideas in the NOI. Certainly something will come of that. We promised to institute this proceeding at the time we approved the ABC merger because there were newspaper/radio cross-ownership issues.

There will be further notice on the radio/TV rulemaking. Clearly the question is how will the rule change, not whether it's going to change. The current rule permits waiver of the radio/TV cross-ownership rule, as long as in the Top 25 TV markets at least 30 independently owned broadcast voices will remain after the merger. Or you have to be dealing with a sale station or meet a set of five other criteria. Under the Telecom Act the Commission was directed to extend the radio/television cross-ownership policy to the Top 50 markets, if that is consistent with the public interest. This is still to be determined.

R&R: When can we reasonably expect EEO forfeiture guidelines?

LB: Because one of the major parties in these proceedings filed lengthy comments, we've extended the deadline for filing reply comments to October 25. Once everything is in it will take some time to summarize and analyze the comments and make a recommendation to the Commission because the record is going to be extensive. Everyone in the agency understands the need to come to a resolution as quickly as possible.

R&R: When can broadcasters expect the final AM expanded band allotments?

LB: I'm the first to admit this proceeding has had an extremely long and torturous history. Unfortunately, we can't predict when we will have a final expanded band allotment because it's possible there will be further administrative court appeals even when the next Commission document is released.

I can, however, describe where we

are right now and what the immediate time frame is. In March 1996 the Commission released an order of public notice revising and reissuing the list of stations selected for migration to the expanded band. Subsequently, we received eight petitions for reconsideration of that order. We reviewed the petitions and concluded that in several instances the issues raised were legitimate because they raised questions as to whether we had made other errors in identifying potential frequencies for stations wanting to migrate.

We have undertaken a comprehensive review of all aspects of the proceedings that aren't yet finalized to see if there are issues we need to address. It's very time-consuming. But we think the efforts will help the Commission realize the goal of reducing interference to the greatest extent possible.

We're currently regenerating the list of stations that can migrate through a computer process that will take about 10 more days. The legal document dealing with petitions for reconsideration is already essentially complete. So if all goes as planned, that document and the allotment plan will go to the Commission by the end of this month.

R&R: What guidelines can you give broadcasters regarding the new license renewal procedures?

LB: Under the Act now, comparative renewal applications and, therefore, comparative hearings have been eliminated with the exception of all renewals that were filed after May 1, 1995. And we therefore dismissed any applications that are mutually exclusive with renewals filed after that date.

The only thing we used to consider at renewal was the standard set out in the Act. Now there are three things we consider: whether the stations have served the public interest; if there have been any serious violations of the Act or rules; and if there's been a pattern of abuse under the Act or rules.

If the licensee passes the test set by these standards, the renewal is granted. If not, the licensee will go to hearing. And only if we determine in the hearing that the license should not be renewed would we take other applications. I will add that we have not sent anybody to hearing yet under the Act. In general we are one-third through the renewal cycle now.

R&R: What are the division's immediate goals?

LB: To continue to do our part to implement the Telecom Act, which means to do our best to move sales applications out of here as quickly as possible. I'd also like to see us improve the speed with which we move other types of applications, although given the current standing that's going to be more challenging.

The most important goal in the long run — and this is a goal Bureau Chief Roy Stewart shares with me for the whole bureau — is to move further into the electronic age. This division took one small step in that direction several months ago by setting up our web page, one of the first in the agency. There's a wealth of information there, both on the engineering and the legal sides for those involved in radio.

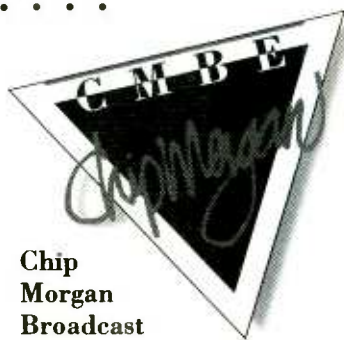
BLAIR/See Page 26

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Morgan Official As PD At WMTX/Tampa

The rumored move of WMC-FM/Memphis PD **Chuck Morgan** to Hot AC WMTX/Tampa as PD is now official. He succeeds **Mike Reeves**, who remains as the station's afternoon drive talent. Morgan begins his new assignment next Monday (10/14).



Morgan

GM **Kevin Malone** told R&R, "Chuck's extremely qualified in our format, knows the music, and has a lot of big-market experience. WMC-FM is a great-sounding station, and Chuck's definitely the right man for the job. He transitioned WLCY-FM/Tampa to WYNF in the late '70s, and there are people on our staff who worked with Chuck the last time he was in the market. Chuck's plate will be full when he [arrives], and I know that — with the help of our staff — he'll put us right on course."

"[Reeves] did a terrific job during the past several months. He's a production wizard and will help dramatically

MORGAN/See Page 22

Surfing Howard's End



After spending some airtime with Howard Stern, Nada Surf and their Elektra escorts were granted an audience with the king. Scootching in are (l-r) Elektra Sr. Dir./Alternative Promotion (and soon-to-be Sony 550 VP/Alternative Promotion) **Joel Klaiman**, the band's **Ira Elliott** and **Daniel Lorca**, Stern, the band's **Matthew Caws**, and Elektra VP/Alternative Promotion **Matt Pollack**.

Hudson Soars To Eagle Group Exec. VP

The **Eagle Group** has promoted **Matt Hudson** to Exec. VP. He previously served as VP for the research firm.

"Matt has been instrumental in the development of this company," said President **Roger Wimmer**. "His hard work and dedication have earned him this promotion. Matt's in-depth understanding of radio and research is unique and rare."

Hudson added, "I'm elated to be a part of the Eagle Group and **Cox Broadcasting**. These are very exciting times in broadcasting and research. It's my pleasure to work with Dr. Wimmer — every day is a new adventure."

A 20-year broadcasting and research veteran, Hudson was one of the first six people to join the Eagle Group when it debuted in 1994. Prior to that, he was VP at **Harker Research**.



Hudson

EXECUTIVE ACTION

McCarthy Steps Up To Sony VP/Communications

Sony Music Entertainment has promoted **Keith McCarthy** from Sr. Director/Corporate & Media Relations to VP/Communications.

"Keith's extensive experience and energy continue to be a powerful asset to Sony Music Entertainment," SME Sr. VP/Communications **Patricia Kiel** told R&R.

McCarthy joined SME in 1991 as Director/Press & Public Affairs, rising to Sr. Director/Corporate & Media Relations in 1994. He began his career as a freelance writer in New York, where he continues to be based. Between 1989-91, McCarthy worked with **Bertelsmann Music Group** and **RCA Records**.



McCarthy

WSOM & WQXK OM/PD Stevens Adds Duties As McVay's Country Specialist

WSOM-AM & WQXK-FM/Youngstown-Warren OM/PD Chuck Stevens has added duties as a Country Specialist for **McVay Media**. He will continue to serve in his current position, while providing programming, management, and financial consultation to McVay's small- to medium-market Country clients on a parttime basis from the company's Cleveland offices.

"Chuck is someone I have known for a long time," said McVay Sr. VP & VP/Country **Charlie Cook**, to whom Stevens reports. "He has done a great job with our clients, and I expect he will do equally well as a consultant."

President **Mike McVay** added, "[Chuck's] unique experience makes him more than qualified for his position as a McVay Media consultant."

Prior to joining WSOM & WQXK, Stevens held the MD post at **WBUF/ Buffalo**. Before that, he served as OM of **WEZO/Rochester**.



Stevens

Patrick Makes A Strategic Move To VP

Lou Patrick has joined **Strategic Media Research** as VP/Research & Strategy. He most recently was President of his own research and strategy firm, **LP Media Strategies**.

Patrick's background includes four years as **Bolton Research's** Director/Research & Planning. He also spent 10 years as a PD at such radiostations as **WKSZ/Philadelphia**, **WASH/Washington**, and **KJYO/Oklahoma City**.

"Lou's solid background in both programming and research will make him a critical member of the Strategic team," remarked VP/Client Services **Amy Vokes**, to whom Patrick reports. "We are in a period of significant growth, and it's both exciting and necessary to bring on board individuals like Lou who share Strategic's commitment to quality research and who possess the know-how to help our clients use it effectively."



Patrick

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Altar-cation



KSIX-FM/Phoenix morning show producer **Joey Teehan** was left at the altar after being denied a same-sex marriage license. Arizona officials halted the station's "Torture Tuesday" stunt, but only after Teehan and his intended — an intern at the station — purchased flowers and booked a honeymoon suite. The bride was driven to tears after learning the wedding was off; the groom seemed relieved.

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KCYY/San Antonio Appoints Curtis PD

After MidNite Entertainment OM R.J. Curtis has been named PD at KCYY-FM/San Antonio, effective October 14. He succeeds KKYX-AM, KCJZ-FM & KCYY OM Scott Huskey, who announced last July he was leaving to join the Rusty Walker consultancy.



Curtis

"I'm as pleased as I can be that R.J. is joining us," group VP/GM High Barr told R&R. "He brings a unique fit with his wonderful blend of talents and skills and will contribute a lot to the whole New City-Cox framework. On top of having all of the abilities, he's really a nice human being."

Curtis told R&R, "I'll always be grateful to [AME CEO] Rod West for creating this position for me. But there are certain things I want to accomplish in my radio career that I can only do on a station level. Joining KCYY is a tremendous opportunity: a great station owned by a great company in a wonderful city, where people love country music and a raging Country battle. Who could ask for more?"

Prior to joining AME last January, Curtis spent three years as KZLA/Los Angeles PD. Before that, he worked as PD at KNIX/Phoenix for six years and in various capacities at KZLA for seven years.

Regarding Huskey's move, Barr noted, "Scott's celebrating his 10th year here this week, and we're all very happy for him. We see his departure as moving to the house next door and look forward to enjoying a continuation of our relationship."

For The Record

Doug "Grease" Tracht was the morning host at WAPE-AM/Jacksonville between 1975-82, not WAPE-FM as printed in last week's issue (R&R 10/4).

Ovum Hatches



Josh Wink and King Britt, co-owners of Philly-based Ovum Recordings, are congratulated after signing a worldwide custom label deal with RuffHouse/Columbia Records. The Ruff and ready crowd included (standing, l-r) Columbia Sr. VP Will Botwin, RuffHouse VP/Business Affairs & General Counsel Kevon Glickman, Columbia Records Group Chairman Don Ienner, Columbia Records Manager/A&R Jason Jordan, CRG Sr. VP John Ingrassia, Ovum Label Manager Matt Brookman; (seated, l-r) RuffHouse CEO A. Christopher Schwartz, and Britt and Wink.

SFX Taps Two Jacksonville Programmers

□ Thomas at WAPE & WKQL, Moore at WIVY & WFYV

SFX Broadcasting/Jacksonville has upped WAPE-FM PD Cat Thomas to OM/VP of CHR WAPE and Oldies WKQL-FM. He replaces former WIVY-FM & WKQL OM Dave Anthony. Concurrently, WOCT/Baltimore PD David Moore has been named PD for AC WIVY and Rock WFYV-FM, effective later this month. The WFYV position has been vacant since Lex Staley stepped down in July to focus on the morning show; interim PD Charlie Waters resumes his former Asst. PD/MD position.

SFX/Jacksonville President/GM Mark Schwartz told R&R, "Cat has done a great job in the 18 months that he has been with us. The success of WAPE speaks for itself. He has excellent organizational skills and an astute ability to help develop morning shows, and he understands how to work with the staff."

"And David's a bright, experienced, ambitious, and strategic-thinking program director with a tremendous work ethic. With 'FYV he'll be empowered with our motherlode, and with WIVY he'll be challenged by the station with the best upside potential for this cluster."

Thomas — who has been PD at WZYP/Huntsville, AL and WPHR/Cleveland and Asst. PD/MD at WXLK/Roanoke — commented, "I am ecstatic to be working with the staffs of these two solid radio stations. And I am proud to have such a great relationship with Mark Schwartz."

Moore — whose programming experience includes Classic Rock outlets WGFY/Nashville and KJFX/Fresno — told R&R, "I'm eager to work with [SFX Regional VP/Programming] Dave Dillon and Mark Schwartz. Plus, it'll be great to work with Lex & Terry, one of the best morning shows in the country. However, I'll miss everyone at Capitol Broadcasting, particularly [GM] Ardie Gregory and [VP/Radio] Bob Lind."

In related news, the Lex & Terry morning show have signed a three-year contract with SFX that gives them the option of transferring to another SFX property after one year in Jacksonville.



Moore

UPDATE

Kerr Assumes GSM Duties At WKQI/Detroit

Dave Kerr has been appointed GSM at Evergreen Media Hot AC WKQI-FM/Detroit. He most recently was Sales Manager at Evergreen's WMVP-AM & WLUP-FM/Chicago.

"Dave is returning home to Detroit with his family and a wealth of radio experience," commented Evergreen Sr. VP/GM Larry Wert. "We are excited to have his leadership join the new culture at Q-95.5."

With a dozen years of radio experience, Kerr has held sales posts at Torbet Radio/Chicago and served as NSM at WLAK-FM/Chicago.



Kerr

Arden Fast Seller



Jann Arden (c) recently received a plaque commemorating the gold status of her sophomore release, "Living Under June." Presenting are (l-r) A&M VP Chuck Bliziotis, A&M Canada VP/Marketing Allan Reid and President John Reid, and A&M Dir./Product Development Beth Tallman.

Super Charged



Thanks to Hollywood alternative rockers Super 8, who pumped out a super set at the world famous Club R&R. Superimposed are (standing, l-r) R&R's Cyndee Maxwell, Super 8's John O'Brien and Heming Borthne, R&R's Sky Daniels and Missy Haffley, Hollywood Regional Dir./Promotion Ann Eason, Super 8's Bronx Style Bob; (kneeling, l-r) Super 8's Joel Shearer and R&R's Jim Hanson.

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Survey

Continued from Page 1

involved in consolidation have also benefited: GSMs and business managers earned 7% more, PDs and engineering support people made 6% more, and sales assistants and receptionists made 5% more.

Thanks to a booming radio ad market, salespeople earned between 9%-10% more than they did last year — and they continue to be among the best compensated personnel in radio. The typical top-billing salesperson at a radio station makes nearly 25% more money than the station's PD, and they almost always make more than the local sales manager.

For the rest of a station's staff, things were a mixed bag. Salaries for promotion directors in 1995 were off 1% from the previous year. Certain programming department staffers (such as research or production directors) saw good pay increases in 1995, but others saw their pay frozen or cut a little.

The average morning drive talent salary rose 17% between '94 and '95, and the typical sports director/announcer saw his pay fall 13% during the same period (but salaries for these positions swing rather wildly year to year).

And, thanks to the ever-growing number of News/Talk/Sports stations in all-sized markets, salaries for news reporters rose 13%.

MCA

Continued from Page 3

been National Alternative Promotion Manager for **Zoo Records**, Regional Alternative Promotion & Marketing Representative for **Atlantic Records** in Boston, and in-house Marketing Representative for **WEA Distribution**.

Before joining Columbia in 1994, Reiner was National Director/Pop Promotion at **Capitol Records**. Between 1989-93, he served as Director/National Promotion at **Profile Records**.

Radio Executive Compensation

	GM	GSM	PD
Stand-Alones	\$134,138	\$92,044	\$56,333
2-Station Combos	172,775	114,152	78,338
3+-Station Combos	210,027	125,267	84,629

Source: Miller, Kaplan, Arase & Co. survey of stations in markets 1-175. Includes salary plus incentives and bonuses.

Alan

Continued from Page 3

to promote Jay. We are confident that Jay will continue making '106 Jamz' one of the most successful Urban stations in the country."

WMXD President/GM **Verna Green** commented, "We're all excited to have Monica join us. She is well-

known for her keen analytical skills and promotional savvy ... just the skills WMXD needs to move its market presence up a few notches."

Alan had been WEJM's Production Director and an air personality before taking on Asst. PD duties; Starr programmed Urban AC **KXOK-AM & FM/St. Louis** prior to joining WEJM.

WW1

Continued from Page 3

Commenting on Dunn's promotion, Lawenda said, "Bob has dramatically enhanced our affiliate relations operations with a reorgani-

zation program that includes staffing, a more clearly defined focus, more open lines of communication, new systems and controls, and a greater degree of responsiveness to our affiliates' wants and needs."

Morgan

Continued from Page 18

in that area, but he didn't like the tedious nature of being a department manager and prefers being on the air."

Morgan has previously programmed **WSHH/Boston**, **WLTT/Washington**, **WRQX/Washington**, **WOMC/Detroit**, **WKQX/Chicago**, **KTKS/Dallas**, and **WBSB/Baltimore**.

Heads' Turn



When the Channel Z Radio Network (WCHZ-FM/Augusta, GA & KTOZ-FM/Springfield, MO) recently broadcast live from New York's Museum of Television & Radio, the discussion included (l-r) Tina Weymouth and Chris Franz of the Heads, psychic Morris Fonte, and Channel Z host "Super Frank" Copsidas.

How Much They Wheeled



The four original members of Ambrosia have wrapped a series of station-sponsored concerts and are awaiting the release of their Warner Bros. anthology CD, slated for early November. Celebrating tour's end are (l-r) Ambrosia's Burleigh Drummond and Joe Puerta, Elektra VP/Promotion Bill Pfordresher, Ambrosia's David Pack and Christopher North, and RadioActive Talent's Ken Franklin.

Granum

Continued from Page 1

He suspects, "It'll take a little longer for the very desirable markets — the Atlantas, the New Yorks, and the L.A.s — to get into that pattern."

With some exceptions, "like the **Jerry Lees** of Philadelphia, that's what the markets will look like. By and large, there will be a half-dozen companies like **CBS, ABC, ARS**, and companies like that" competing in the marketplace.

Ferrara agrees. He estimates, "In the Top 20 markets there will be anywhere between four and six operators in the market. And in markets 20 and below, two and three large operators and then smaller ones," perhaps family-held properties where the owners are still making "a nice living."

But both McCord and Ferrara point out that consolidation is new to the industry and that nothing is etched in stone. "We've never seen anything like this, so nothing is clearly established yet," McCord said, adding that managerial skills used in the past cannot easily be applied to massive groups, and now "operators will have to think in terms of real organizational structures."

One Size Fits All?

One of McCord's theories has groups being separated into regional clusters headed by managers who

have anywhere from six to nine junior managers reporting to them. One firm, he says, already has three megamanagers with cluster managers reporting to them. But he acknowledges, "I don't know if one size fits all."

Ferrara believes that at some point in the consolidation rush, "All of these acquisitions will have to be managed and perform. And at the point where it becomes difficult for these stations to perform at levels at which they have been acquired, things will slow down because people won't be able to manage it all. There will be a whole new configuration of the way our business is managed in the future. That will create a whole new set of opportunities for further acquisitions. There is only so much a couple of group heads can do, and only so many hours in the day. At some point, it gets to be unwieldy."

So, is consolidation good or bad for programming? According to Ferrara, "[An operator has been able to say], 'This is where the definition of one station's format ends and another station begins, and I control those two definitions.' But where that may be bad is that it may stifle some creativity on the programming side. It may become too formulized.

"We may dilute some creativity. It's important that the creative, artistic side of our business not get blended in with the Wall Street side. If we do that, radio is going to get really interesting. But it won't be as exciting or as fun to be a part of."

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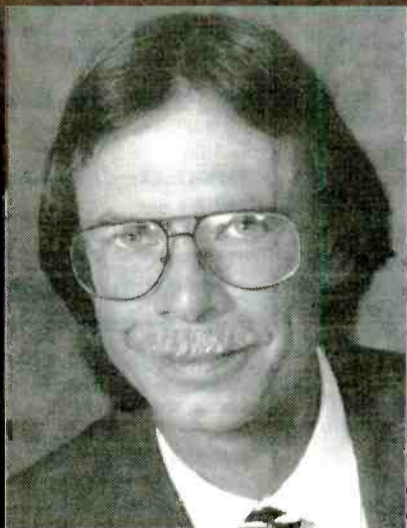
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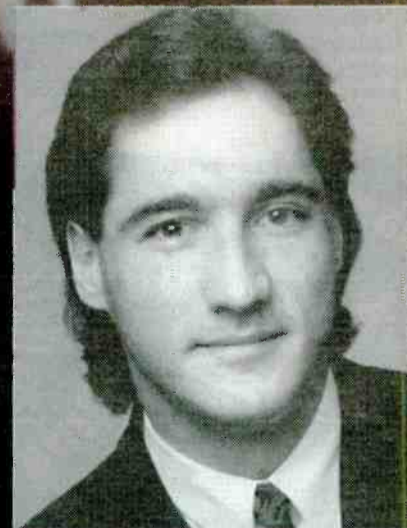
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Radio

● **THOMAS WALKER** has been named Group Director/Engineering for Patterson Broadcasting's 35 stations nationwide. He will continue serving as Chief Engineer of the company's WTCY-AM & WNNK-FM/Harrisburg.

● **RICARDO TORRES** has risen from Sales Manager to GM at Spanish-language KVVA-FM/Phoenix-Apache Junction, AZ. Additionally, the station has increased its power from 3000 to 25,000 watts in the wake of simulcast KVVA-AM's sale to Pulitzer Broadcasting.

● **TISA LASORTE** has become Director/Sports at Pulitzer Broadcasting's KTAR-AM/Phoenix, replacing **GREG SHULTE**. She most recently served as PD of Tribune Broadcasting's WGN-AM/Chicago.

Records



Newman

● **GARY NEWMAN** has accepted the Sr. VP/GM post at BMG Special Products. He formerly served as VP/Sales at EMI-Capitol Music Special Markets.

● **FAITHE RAPHAEL** and **SUE COLLYNS** have become VP/Strategic Marketing and VP/Finance, respectively,



Raphael



Collyns

for Windham Hill/High Street Records. Raphael most recently served as VP/Product Management & Direct Response Marketing for Rhino Inc.; Collyns had previously been Finance Manager for BMG Video.

● **CHRIS DECARLO** is now a Pittsburgh-based regional promotional representative for Step One Records. She most recently served as Northeast regional for A&M/Nashville.



Matsumuro

● **JOLYN MATSUMURO** has returned to the Director/Media & Artist Relations, West Coast post at Mercury Records. She had most recently been an independent publicist.

● **THORNELL JONES** has joined A&M Records as Director/Product Development. Jones previously served as President of Fortress Marketing, where he supervised development plans for start-up labels and developing acts.



Jones

National Radio

● **SUSAN FRANK** has been named to the newly created VP/Marketing & Promotion post at Fox Kids Networks Worldwide. She will oversee the domestic network's weekly syndicated "Fox Kids Countdown" radio show, its quarterly children's magazine, and all new off-channel media ventures. Frank had most recently served as Sr. VP of Hanna-Barbera Cartoons Inc.

● **CHARLES MICHELSON INC.** will present a rebroadcast of Orson Welles's "The War Of The Worlds" on Thursday, October 31, in the United States and the international market; (310) 278-4546.

● **CBS RADIO NETWORKS** is now offering "Psi Factor: Chronicles Of The Paranormal," 90-second features hosted by Dan Aykroyd and based on the television series of the same name, to affiliates; (212) 975-3773.

● **CNNRADIO** has introduced two new services, Newsource and Guest-Source, that expand its customized

PROS ON THE LOOSE

Jerry Dean — PD KLUC/Las Vegas (702) 396-4347

Mark Frost (aka **Brooky**) — Promotions Asst./mornings WKBZ/Muskegon, MI (616) 847-9209

Eric Gray — Mornings WXSX-FM/Tallahassee, FL (904) 942-1186

Danny Patino — Technical Producer KTSA-AM/San Antonio (210) 931-6382

Ted Richards — Mornings WTRG/Raleigh (919) 847-6293

Randy Robins — SE Promotion Mgr. Capitol Records (770) 967-8370

Eric Stevens — PD WIXV/Savannah, GA (912) 757-8747

reports and features services to affiliate stations. Veteran anchors/reporters John Bisney and Dale Willman will be posted in Washington, while Gary Baumgarten will be based in the New York bureau. CNNRadio is distributed and marketed by Westwood One. In related WW1 news, "Celebrity Connection" has scheduled the following guests for Friday, October 11, live from the NAB Convention in Los Angeles.

● "Entertainment Tonight" host Bob Goen, 8am PT

● "Star Trek: Deep Space Nine" star Armin Shimerman, 9am PT

● Actress Piper Laurie, 10am PT

● Actor Sherman Hemsley, 1pm PT

● Comedian Milton Berle, 2pm PT

● "Access Hollywood" anchors Giselle Fernandez and Larry Mendte, 3pm PT

Furthermore, **WESTWOOD ONE ENTERTAINMENT** has launched "Ask

The Handyman with Glenn Haegge," a home improvement show. The two-hour program is fed to affiliates live via satellite on Saturdays between 10am-noon ET from flagship WXYT-AM/Detroit; (212) 641-2052.

Industry

● **MIKE GREENE** has been appointed Divisional VP/West Coast for Uni-Distribution. He had most recently been VP/Purchasing for Blockbuster Music.

● **JULIE STEEG** and **BRIDGET NOLAN** have become Associate Director/Artist Management and Director/Artist Management, respectively, for the Metropolitan Entertainment Group (MEG). Steeg previously worked in an artist management capacity for Side One Entertainment; Nolan was formerly MEG's Associate Director/Artist Management.

● **HARVEY MEDNICK** has joined Tango Communications, a Baltimore-based interactive media company, as Marketing Manager/Western Region. A veteran broadcaster, Mednick's background includes stints as VP of RKO Radio and as R&R's Image & Marketing Editor.

● **EAGLE MARKETING** has agreed to an exclusive partnership agreement with Marketing Communications Inc. (MCI) that enables Eagle to represent MCI's *Today's Country*, *ACCESS*, and other industry publications; (800) 548-5858.

● **JOINT COMMUNICATIONS** has moved its main offices. The new address is Nine Old Kings Highway South, Suite 301, Darien, CT 06820-4518. Phone (203) 656-4680; fax (203) 656-4685.

Coordinator of Arizona Cardinals football broadcasts. Both previously worked at crosstown KTAR-AM ... Gospel/Urban Oldies WBLX-AM/Mobile flips to Children's Broadcasting Corp.'s "Radio AAHS" syndicated format.

CHR: KYLD/San Francisco appoints **Jazzy Jim AMD** ... Longtime WNCI/Columbus morning show producer/on-air sidekick **Merlin Branham** exits to pursue other opportunities ... WPRO-FM/Providence nighttimer **Brian B. Wilde** exits to take a TV weather job ... WZEE/Madison, WI Production Dir. middays **Catfish Cooper** segues to middays at WEZB/New Orleans ... Former WXXL/Orlando MD **Larry D** rejoins the station as an AE ... WPXY/Rochester parttimer **Norm On The Barstool** is promoted to late-nights ... WSBG/Wilkes Barre-Stroudsburg, PA afternoon driver **Troy N. Thomas** exits ... KQMQ/Honolulu receptionist **Sherry Clifton** moves to nights and weekends; and Traffic Director **Sherry Peterson** is named Promotion Director ... WWST/Knoxville adds **Andi Jackson** for middays ... WZST/Chattanooga MD **Mike Gibson** adds APD duties ... WKMX/Dothan, AL middayer **John Houston** and afternoon driver **Stevie Lang** flip shifts ... KWBR/San Luis Obispo, CA nighttimer **Freddy B.** takes nights at crosstown KSLY ... KQIZ/Amarillo, TX hires local TV weatherman **Jim Van Sleet**

Changes

Alternative: **Chris Muckley** rises from Music Coordinator to MD at XTRA-FM/San Diego ... At KDGE/Omaha, **Pat & Scott** rise from parttimers to nights as **Doug Brown** exits.

Children's: **Claudia Sangster** is the new Traffic Manager at Bonneville's KIDR-AM & '70s Oldies KHTC-FM/Phoenix. **Doug Cannon** also joins as Producer/Production

CHRONICLE

BIRTHS

WHOT/Youngstown APD/MD/afternoons **Johnny Hartwell**, wife Vanessa, son Ian Patrick, October 6.

WJET-FM/Erie, PA PD **Neal Sharpe**, wife Lorraine, daughter Lindsay Marie, September 30.

KYCY/San Francisco morning show producer **Danny Bringer**, wife Denise, daughter Alexandra Margaret, September 22.

EMI Records VP/A&R **Pete Ganbarg**, wife Tracy, daughter Peri Naomi, September 16.

CONDOLENCES

KKAR/Omaha ND **Gene Taylor**, 68, October 3.

Former WABC/NY air talent **Charlie Greer**, 73, September 30.

'Real Coverage' Maps Now Available

Chrip Morgan Broadcast Enterprises (CMBE) has unveiled its "Real Coverage™" maps for FM radio stations. The full-color maps take into account the effects of terrain, interference, and antenna performance; CMBE predicts coverage and measures actual coverage through the use of high-speed mobile data acquisition equipment.

For further information, contact CMBE at (800) 801-2623; fax (800) 700-4196.

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS

Robert Hall • (214) 991-9200

MR-35 — **Cary Pall**

ERIC HAMILTON BAND Brooke Shields' Mouth

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Mainstream AC

ALANIS MORISSETTE You Learn
NO MERCY Where Do You Go?

Urban Contemporary

JOHNNY GILL Let's Get The Mood Right
ALFONSO HUNTER Just The Way (Playas Play)
LUTHER VANDROSS Your Secret Love

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Digital AC — **J.J. Cook**

TONI BRAXTON Un-break My Heart

Digital Hot AC — **J.J. Cook**

HOOTIE & THE BLOWFISH I Go Blind
ALANIS MORISSETTE Head Over Feet

Digital CHR — **J.J. Cook**

AMBER This Is Your Night
HOOTIE & THE BLOWFISH I Go Blind
TONY RICH PROJECT Leavin'

Digital CHR — **J.J. Cook**

EN VOGUE Don't Let Go ...
TONY RICH PROJECT Leavin'

Digital Soft AC — **Mike Bettelli**

A. NEVILLE I/R. ROBERTSON Crazy Love

Digital AC Mix — **Mike Bettelli**

TONI BRAXTON Un-break My Heart

Modern Rock — **Leslie Cohan**

PEARL JAM Smile
R.E.M. Bittersweet Me

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

Adult Hit Radio — **J.J. McKay**

DISHWALLA Counting Blue Cars
WONDERS That Thing You Do

Rock Alternative — **Bryan Schock**

CRASH TEST DUMMIES He Likes To Feel It
MARSHALL CRENSHAW Starless Summer Sky
PHISH Free
R.E.M. Bittersweet Me

Soft Hits — **Rick Brady**

MICHAEL BOLTON Love Is The Power

WESTWOOD ONE NETWORKS

Bob McNeill • (805) 294-9000

Bright AC — **Bill Michaels**

JOURNEY When You Love A Woman
ALANIS MORISSETTE Head Over Feet

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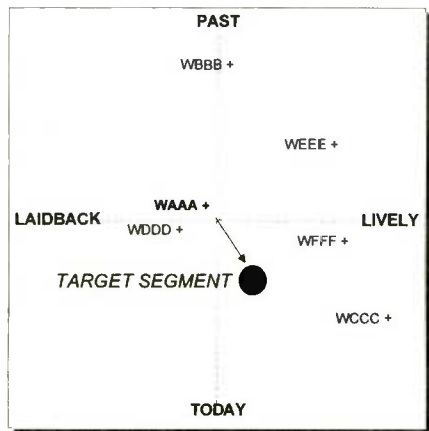
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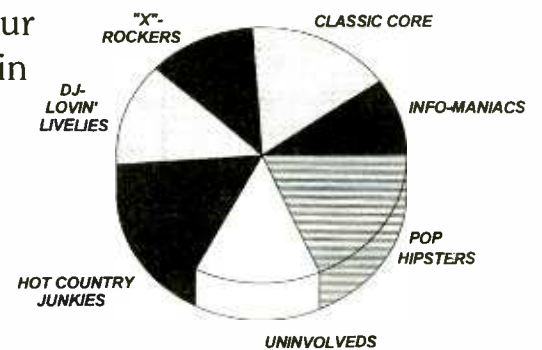
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into easy-to-understand, actionable strategies. Mark Kassof is uniquely qualified to apply powerful Multi-Variate Analysis tools to radio. He has solid research credentials – an M.B.A. in Marketing and years of experience applying it. And he has more – over ten years at stations as a programmer, researcher and air talent. Radio isn't an "academic exercise" to him...he's been there.

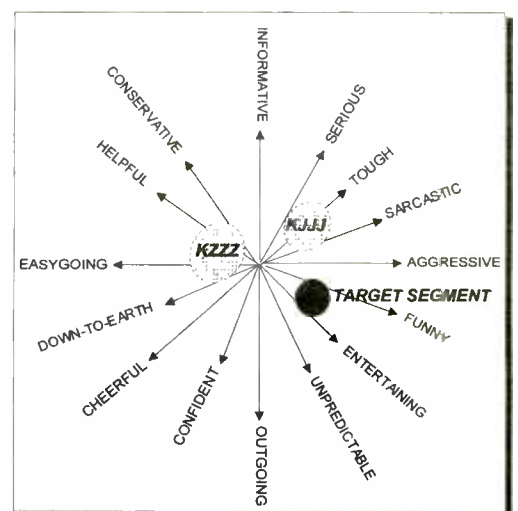
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SUCCESS STRATEGIES FOR RADIO

Blair

Continued from Page 16

The much bigger issue is the one painted by Chairman **Reed Hundt** at the Broadcasting Cable Interface Conference. He talked about the bureau further streamlining its procedures and creating electronic filing and database systems. When these systems are implemented, they're going to permit a broadcaster to input application data himself and then a computer will almost immediately check it for accuracy. These systems are sure to save the broadcaster and government time and money.

It's very exciting to be involved in radio; it's truly a historic time for better or worse. At no other time has this division seen this much activity. It's fun. I really do work with a terrific group of very dedicated folks who do what they need to do.

Indecency

Continued from Page 6

decency guidelines. What they should expect, however, is continued unpredictable behavior from the Commission.

"The FCC has hinted it is revisiting indecency cases. There doesn't have to be anything setting [the WVIC] case apart from the rest, it could just have been their lucky number," Corn-Revere said.

Broadcasters have long complained about the lack of clear indecency standards. Corn-Revere pointed out that cases where the Commission has ruled a broadcast not to be indecent after it received complaints are not made easily accessible to the public.

"The Commission has dealt with the difficulties by ignoring those normal rules of legal analysis. [With a rule like this] you would expect some degree of clarity and consistency," Corn-Revere said. "But this is a vague standard and there is no clear case law standard from the FCC, particularly where the stations were not fined. It's largely a body of secret law."

DATELINE

• **September 19 (through December 11)** — Fall Arbitron.

• **October 9-12** — NAB Radio Show. Los Angeles Convention Center; (202) 429-5420.

• **October 9-12** — RTNDA 51st International Conference & Exhibition. Los Angeles Convention Center; (202) 659-6510.

• **October 12** — NAB Marconi Radio Awards Dinner & Show. Westin Bonaventure, Los Angeles; (202) 429-5350.

• **October 23-26** — R&R SHEET's Working Towards A Unified Hip Hop Nation III. Site TBA, Los Angeles; (213) 634-3528.

• **October 27** — '96 Radio Hall of Fame Induction Ceremony & Dinner. Radio Hall of Fame, Chicago; (800) 860-9559.

• **October 28-November 8** — Museum Of Television & Radio's Second Annual Radio Festival. New York; (212) 621-6735.

• **October 30** — John Bayliss Foundation Roast. Waldorf Hotel, New York; (408) 624-1536.

• **October 30-November 2** — Philadelphia Music Conference. Doubletree Hotel; (215) 426-4109.

• **November 2-5** — RAB Board Meeting. Ritz-Carlton, Dearborn, MI; (214) 753-6750.

1997

• **January 2 (through March 26)** — Winter '97 Arbitron.

• **February 3** — Deadline for NAB Crystal Radio Award Entries; (202) 775-3510.

• **February 6-9** — RAB '97 Mktg. Leadership Conference & Exec. Symposium. Marriott Marquis, Atlanta; (800) 722-7355.

• **February 26** — '97 Grammy Awards. Madison Square Garden, New York; (310) 392-3777.

• **February 27-March 2** — R&R Talk Radio Seminar '97. Grand Hyatt Hotel, Washington, DC; (202) 783-3822.

• **March 5-8** — 28th Country Radio Seminar. Opryland Hotel, Nashville; (615) 327-4487.

• **March 8-11** — 39th Annual NARM Convention. Orlando World Center; (609) 596-2221.

• **March 12-16** — South By Southwest Conference. Austin Convention Center; (512) 467-7979.

• **March 27 (through June 18)** — Spring Arbitron.

• **April 4-7** — Broadcast Education Assn. 42nd Annual Convention "Reinventing Electronic Media: Multimedia in the New Millennium." Las Vegas Convention Center; (202) 429-5354.

• **April 5-10** — NAB '97. Las Vegas Convention Center; (202) 775-4970.

• **April 5-10** — NAB Multimedia World. Las Vegas Convention Center; (202) 775-4970.

• **April 23** — Academy of Country Music Awards. Universal Amphitheatre, Los Angeles; (213) 462-3253.

• **April 30** — Radio Only Management Conference. Phoenician Hotel, Scottsdale, AZ; (609) 424-6800.

• **May 21-24** — 37th Annual Broadcast Cable Financial Mgmt. Convention. Hyatt Regency, San Francisco; (708) 296-0200.

• **June 4-7** — PROMAX Convention. Chicago Navy Pier; (310) 788-7600.

BUSINESS BRIEFS

Continued from Page 6

SFX Amends Deal With Multi-Market

SFX Broadcasting has amended its merger deal with **Multi-Market Radio**. The amendment will guarantee a minimum consideration to MMR shareholders of \$12.50 per share, provided that SFX class A common stock trades between \$44 and \$32 during the valuation period.

The amendment is part of a settlement reached Tuesday (10/8) of an MMR shareholder lawsuit. SFX and MMR also said they sent a joint proxy statement to shareholders for its November 22 meeting.

MMR, meanwhile, has begun offering one share of its class A common stock for five class B warrants. It also said it would redeem all of its outstanding class A warrants not exercised by November 7 for \$.01.

Compiled from reports by the Associated Press, Dow Jones News Service, Reuters, United Press International and R&R staff writers.

Changes

Continued from Page 24

to co-host mornings with PD **Ted Kelly**. Swinger **Chico Banana** is promoted to overnights.

Country: **Andy Meyer** is the new Production Dir./afternoons at WKIX/Raleigh. **Cactus Jack** is new to nights, while **Jake Stevens** segues from evenings to overnights ... WSSL/Greenville-Spartanburg afternoon driver **Kerry Owen** is now APD/middays. **B.J. McCoy** joins for middays from WWGR/Ft. Myers ... **Mike Carter** joins WGRL/Indianapolis as a parttimer, using the name **C.J. Bruin**.

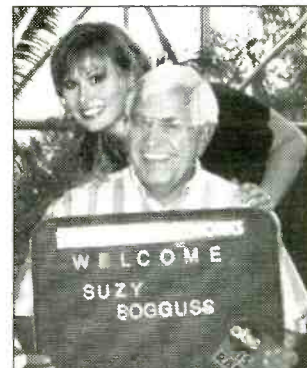
Rock: **Opie Taylor** is the new MD/evenings at KXFX/Santa Rosa, CA. He will accept music calls from 2-4pm PT Monday and Thursday. Former MD **Heather Black** remains morning co-host, while **Dr. McCoy** joins for nights.

National Radio: **Richard Anderson** is the new Dir./Engineering at Prime Sports Radio.

Records: **Sig Sigworth** is now Dir./Product Management at Virgin Records ... **Andrea Kinloch** rises from Sr. Product Manager to Dir./Product Management for Rhino Records.

Industry: **Bruno Claude** joins Communications Equity Associates as Sr. VP/Merchant Banking.

Bogguss Gets Real



Country singer Suzy Bogguss mugs with ABC Radio's Country Coast-to-Coast format Operations Manager Mark Edwards following a recent interview at the company's new Dallas facility.

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Program Director, KSDO

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John Malone
Program Director, WTAZ

"Mary Matalin...she's smart, interesting and, yes, even has some fun!"

Tim Russert
Moderator
NBC News *Meet the Press*

"Fantastic show! She is the smartest woman, and highly objective! I am now a listener, whereas before I rarely turned on the radio..."

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via internet

"Mary Matalin's political instincts, cutting edge commentary, spirited wit and authenticity delivers a breath of fresh air to the airwaves."

Representative Susan Molinari
(R-New York)

"Please listen to my wife...so I don't have to!"

James Carville
Husband

The Latest CBS Poll Is In... America Loves The Mary Matalin Show



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'The Most Powerful Concept In Marketing'

Continued from Page 1

a fortune! As a matter of fact, Howard is worth \$65 million in Starbucks stock. And it was a very simple idea to just focus on coffee.

DE: One reason many radio stations find themselves lacking focus is because they are trying to cover many different bases in an increasingly competitive marketplace. Explain how "the law of sacrifice" can help focus your product and therefore actually increase the size of your audience (applying the Starbucks example to radio).

AR: The "law of sacrifice" suggests you have to give up something in order to be successful. In terms of a radio station, you give up types of music or types of listeners in order to focus on older people, younger people, rich people, or whatever. But invariably, to be successful today, you have to give something up; you have to "sacrifice."

DE: Does this mean a radio

station has to limit itself to one type of music exclusively?

AR: Basically, you should have a focus. Is that one type of music? Maybe not. In other words, maybe there's a category of listener, maybe there's a type of person, maybe there's a way of looking at this thing that does not necessarily mean exactly one type of music. You can, for example, be too narrowly focused. If you played nothing but one performer — day in, day out — you might turn off the audience. There's a balance between variety and focus. And I think you must have a little of both.

It's a tricky issue, but I feel — after listening to radio stations for years — they tend to go in the wrong direction. They tend to be into too many different types of music, and that undermines their position in the mind.

DE: A friend's auditorium test results showed their audience liked several types of music from many different eras — far beyond what the station was currently programming. The

initial instinct was to make the station sound more like the research ranker and start playing everything. What are your thoughts?

AR: The minute you start to look to broaden the base of your audience is the time you start to go downhill. You reach out to the new listener, and you lose the core listener. The other principal there is the bigger the market, the narrower the focus. For example, L.A. is a big market; every station in L.A., to be successful, has to have a narrow focus. If you move to Boise, ID, you can have a much wider focus because the market is smaller; there are fewer competitors.

What works in L.A. might work in New York — and that's about it. The size of the market determines how broad a focus you can afford. In a big market, you must have a very narrow focus. Take New York: The station with the largest audience has about 6% of the audience. A small market has stations with 25% of the audience. Do you think you could



The power in marketing is always being first. So if you've lost your way, if you're lagging behind, why don't you try to look to the future? If you could jump on the next trend in music, you could be ahead of the station you're competing with.



program a music station in New York to appeal to 25% of the people? You can, but the ratings won't be there.

DE: Today, a big challenge in radio is constant change. By the time you analyze the research, pick a direction, and make all your changes, another station signs on, totally changing the composition of the marketplace. Yet many managers choose to ignore these market realities and forge ahead as though nothing happened. Chapter Seven of your book addresses the need to "refocus." Can you apply this concept to radio?

AR: That's the other consideration: It's not just what you do, it's what the competition does. So you have to be very competition-oriented. That's the notion of "the ladder of the mind" and knowing what rung you occupy on the ladder. In radio, it's not just "How do we program our station?"; it's also "What is everybody else doing? Where's the hole in the marketplace?" I'd rather have a smaller slice where I could be the only one in the format than try to appeal to a larger slice of the market where there might be two or three stations trying to do the same thing.

DE: With all of this constant change within the marketplace, what is your advice to a once-highly rated, heritage radio station that suddenly finds itself No. 10 in the market? How do you fight your way back to the top?

AR: That's a very difficult question. Once you lose your leadership, what's going to make listeners come back? I think your best strategy there is to try to look to the future. The power in marketing is always being first. So if you've lost your way, if you're lagging behind, why don't you try to look to the future? If you could jump on the next trend in music, you could be ahead of the station you're competing with.

You can't really do a better job of playing the same kind of music the competition is playing because what reason would people have to switch? But as music trends change, if you can find a way to get one step ahead of the other station, do it!

DE: Something I hear a lot from these stations that suddenly find their market share eroding is "heritage": "We're a 'heritage' radio station! We've always done this; we've always been this kind of a station." When a nightclub opens, it's new

and hot. But when it dies out, all the owner does is change the name and the club gets a whole new wave of success. Radio seems to just want to hold on to tradition. So what you're saying is, if you've lost market position, maybe you should consider blowing it up and launching something new?

AR: You've summed it up. In radio you have to stay the same, and then you have to change. What you shouldn't do is make these constant little changes which will destroy your position. People forget what the hell you are if you keep changing every day.

DE: In "The 22 Immutable Laws Of Marketing," you speak about the "law of singularity" which says only one move will produce substantial results. In terms of a new start-up or "refocusing" effort, let's say you hit with a massive TV campaign, spend millions on promotion, you've got your music down, and you only budge up an inch or two — or maybe even go backwards. How long do you stay the course?

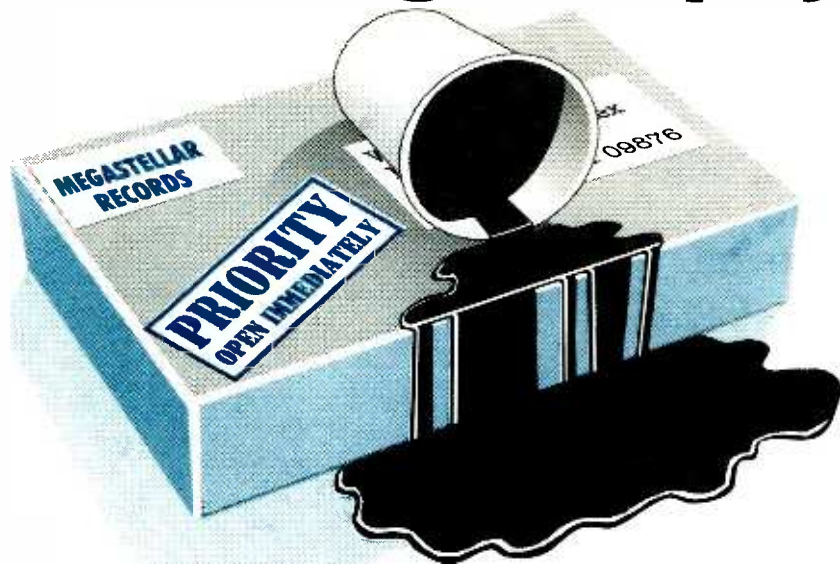
AR: You will find out very soon whether a direction, campaign, program, or promotion is going to work — a lot of times in the first couple of weeks. But here's the funny thing: Most people are optimists. It doesn't work, they have no feedback, nothing is happening, but they say, "Hey, it's early, it's only been a couple of weeks." But months go by, and nothing ever happens. And yet they're not willing to admit the campaign is not working.

It's like a military campaign: If you don't make progress the first day or so, back off the attack — it's not going to work. And I think if you don't see early results (I would focus on the words "early results"), your program probably is not going to work. You should be thinking about discontinuing it, changing it, or switching to something else.

Next Week: Al Ries "focuses" on the pros and cons of market research.

Dave Elliott is President of **The Innovation Network**, a research and programming consulting firm that specializes in format positioning. To hear an unabridged version of this interview or for a printed copy (while supplies last), call Elliott at (310) 457-2288; he can also be reached by e-mail at innonet@aol.com.

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A Great Program Director

A Great Program Director understands that radio is a ratings driven business and delivers winning numbers to the sales department. A Great Program Director is an advocate for target listeners, a champion for P-1 listener wants and needs. A Great Program Director puts research to work to stay in touch with his/her target. A Great Program Director understands the incredible powers of imagination, knowledge, creativity, attitude and focus. "The play's the thing" so said Shakespeare, and A Great Program Director knows that great radio is great theater. A Great Program Director is a leader, a coach, a director, a business person. A Great Program Director values "people skills" and is devoted to being a good and fair person with a reputation for creating a stimulating, positive and challenging environment for creative individuals. A Great Program Director knows building a great radio station is a marathon with no finish line; the price of success is always more competition. A Great Program Director is decisive, a strategic thinker, an excellent listener, a person who "hears" ideal radio playing in his/her head and strives to put that station on the air every set, every quarter-hour, every day. A Great Program Director is a competent fiduciary and accepts responsibility for diligent planning and prudent allocation and care of the company's most precious resources — talent, time, and cash. A Great Program Director demands, and works to sustain, a "no surprises" environment, keeping the GM and GSM aware of what's happening — on the air, in the programming department and in the market. A Great Program Director understands that every programmer has the same sixty minutes to "program" each hour and uses every minute to full advantage in the battle for listener's time, mind, loyalty and recall. A Great Program Director keeps his/her station fresh, compelling, entertaining, informative, topical, local, relatable, memorable and "on strategy" every hour of every day. A Great Program Director knows where his/her time goes. A Great Program Director is focused on taking positive, pro-active action to change the reality in which they live and work. A Great Program Director puts integrity first and always under-promises and over-delivers, especially when the GM, clients, and listeners are involved. A Great Program Director knows he/she can never execute a plan alone and must inspire, motivate, direct, and lead a team to consistently win. A Great Program Director realizes that the studio is a stage and not an office. The single most important activity in the entire radio station (where every hope, wish, plan, promise, strategy and tactic come into sharp focus) happens in a room where performers talk to themselves and push buttons. A Great Program Director focuses his/her efforts on results rather than on his/her work. A Great Program Director builds on strengths — his/her own strengths, the strengths of his/her superiors, colleagues, and subordinates. A Great Program Director "under-programs" his/her radio station always knowing what he/she keeps off the air is often of more strategic value than what is put on. A Great Program Director constantly stays in touch with cutting-edge developments and concepts in his/her format and has developed a network of gifted minds; a speed dial of world-class thinkers. A Great Program Director ensures that the most effective, best written, best produced, most engaging and entertaining creative on his/her air is the latest station promo involving a client. A Great Program Director protects the license because without it there is no radio station. A Great Program Director is always giving listeners reasons to listen longer and to listen again. A Great Program Director knows there is never an excuse for bad manners and understands the most effective way to deal with vendors, record people, and others who are paid to get their attention is to let them do their jobs (always aware that some day these folks may be of value to the radio station). A Great Program Director realizes that jingles, promotions, contesting, promos, and station advertising are first, tools to get and keep the staff excited and enthusiastic; and secondly, tools to accomplish the station's audience goals. A Great Program Director welcomes objective, outside opinions and counsel because he/she is always open to new ideas. A Great Program Director never underestimates the competition. A Great Program Director genuinely enjoys what he/she is doing, has fun doing it, and customarily wins as a result. A Great Program Director is enthusiastic about sharing what he/she knows and is committed to a lifetime of learning, reading, observing, and growing. A Great Program Director possesses boundless curiosity and an almost childlike, contagious exuberance: he/she dares to be naive. A Great Program Director stays impassioned about creating, reinventing, and staging great radio every day.

The logo for The Radio Consultants, featuring the company name in white, bold, sans-serif font centered within a solid black square.

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Defining The Intelligent PD

By Mike McVay

There are a number of PDs in America today who stand out as being more intelligent. They're constantly trying to invent a better mousetrap and presenting an intelligence that is a mix of the abstract and real life. It is so refreshing to come across one of these PDs.

As a consultant, I certainly enjoy having PDs follow my direction and suggestions. But there's a certain joy deep in my heart when I come across a PD who knows how to follow a strategy, take direction and suggestions from us and the research company, and add those things that are special and memorable to equal good programming. These people also direct their staff in a fashion that makes the station seem to jump out of the speaker. The format doesn't matter. Programming a station intelligently is what matters.

Personality consultant **Dan O'Day** presents a seminar in which he talks about the "dangerous personality." O'Day relates that personality to a "dangerous actor" like **Jack Nicholson**: "When Jack is on camera, everyone watches him. A barroom brawl could break out in the corner, and even if Jack Nicholson was sit-

ting in a chair sleeping across the room, eyes would be focused on Jack." The intelligent PDs create the same type of attraction to their stations. Listeners should be afraid to turn the station off for what they will miss.

Different Is Good

While programming in Wheeling, WV in the early '70s, I created a category of "summer songs" that played in a heavy rotation when it was sunny and bright outside, "rain songs" that came up only on rainy days, and a weekend category that created a "feel good" attitude, matching the listeners' weekend lifestyle. At **WAKY/Louisville**, we created a super power category: The biggest-testing gold songs rotated in power current categories as if they were currents. We would run with two power

and three power golds in the "B Current" category. Every six weeks, the songs were changed to freshen them and offer up five new powerful tunes.

KTNQ (Ten-Q)/Los Angeles was the site of one of the first long, extended music sweep clocks in Top 40 radio. We stopped the music once an hour (at :20) and played all eight commercials. Most of our competitors stopped at :20, :40, and :50; we just kept rolling music. We wanted to be different. Many competitors would have looked for the last quarter-hour to air all commercials, but in those days, it was unheard of to present just one stopset. We scheduled the commercials at :20 — and that meant we were rolling music through our competitors' next two stopsets.

In the early '80s, **WMJI/Cleveland** was one of the first Oldies-based AC FM stations. We took a completely different tack: We played eight units an hour, stopping four times an hour for sets of two units each. We presented commercials as if they were adjacencies to music. Every commercial had music on either side of it. Listeners sailed through our

Smart Suggestions

- Follow the research strategy
- Design and implement a programming strategy for your target
- Perfect the basics — formatics and imaging — first
- Create a positive atmosphere for your airstaff
- Reward people for doing things right — and place a price on creativity

stopsets; there was no reason to tune out because they knew we'd be back to music within two minutes.

When everyone in the market was playing jingles, I created production value without jingles. In a time when few jingles were used on radio, I not only aired jingles, but ran them frequently. A woman in middays — when your competitors were afraid to allow female hosts in the daytime — made your station stand out. But the stereotypical ways of old are long gone in the politically correct '90s. There's nothing wrong with two female personalities back-to-back. Men have followed each other on-air for years.

Creativity Crushed?

Today, I seldom run into a PD creative enough to play **Dan Fogelberg's** "Another Old Lang Syne" between Christmas and New Year's or intelligent enough to use a "summer song" category over the summer months. Individuals who kick off the weekend on Friday at 5pm with special music shows are missing from the PD ranks. Some individuals will use theme songs to start their morning shows and special jingles or production elements inside their nighttime programming. There are other ways to be creative.

There are still creative people. But all too often, they allow the day's tasks to take away the opportunity to sit and ponder their belly button or gaze out a window, coming up with new and creative ideas or finding twists on how to do the same old thing.

I recently attended a dinner meeting where the owner, GM, PD, and I were chatting about the station. The GM noted that an artist's name was misspelled on a station billboard. Instead of grumbling about the mistake, the owner was quick to suggest a contest encouraging listeners to figure out which name was wrong. Another PD, whose radio station is at 96 on the dial, gave away \$96 every 96 minutes on September 6, 1996 (9/6/96) and declared on-air that it was the station's birthday.

Get Real!

Radio people sometimes think the audience pays more attention to the station than they really do. Programmers become disgruntled because an on-air personality says "and, uh" or the "Love Songs" host chats with an individual as if they are an old friend rather than an anonymous first-time caller. These are things that happen in real life — and are much more believable and credible in the average listener's world than in our make-believe radio world. "Real world-speak" means more to listeners than disc jockey talk. Get over being nitpicky, and focus on the big picture. Get the basics right first ...

then you'll have time to be creative.

PDs need to encourage their on-air people to be creative and should reward them for doing things right. One of our **McVay Media** clients has an envelope with a large question mark on it hanging on a bulletin board in the studio at all times. Inside the envelope is a gift certificate, cash, tickets, or a letter awarding a prize to the individual who earns the right to open the envelope. When this PD calls on the hotline, the airstaff jumps to answer it — because it could be the PD complimenting them on something they've done and awarding them the envelope. The intelligent PD understands how to create a positive atmosphere inside a station.

Some PDs are truly impressive. One client had **Jann Arden** come to the station to do an acoustic performance of "Insensitive" on the air. The PD recorded it, and it wasn't long after the song was first played on the air that he received a phone call from a fan who was having trouble finding the CD. The PD told her he'd gladly send her a copy of the CD and encouraged her to keep listening so she could hear the live version. This is where the PD started to show his intelligence. Rather than simply sending a CD (which would have been great by itself), this PD mailed her an autographed CD. Arden had signed several copies during her visit, and he held on to the extras. Is there any question that the individual who received the autographed CD will be a listener for life? How many people do you think she'll tell about what the station did?

Personal Touch


A number of stations utilize the concept of the listener suggestion line, inviting listeners to call and offer comments or suggestions. One client's PD has an answering machine in her office. She sometimes hears the listeners as they're being recorded, and it's not unusual for her to pick up the phone and chat, probing the caller for further details or responding to a question or a comment. She always thanks the listeners and displays an acute awareness of their importance in building greater ratings.

When a listener tunes up and down the dial and hears similar-sounding songs on station after station, the one that jumps out becomes memorable. Memorable radio stations are the ones individuals write into ratings diaries. Intelligent PDs are the ones who win long-term.

Mike McVay is President of **McVay Media**, a full-service consultancy serving AC, Oldies, Country, and CHR radio stations. He can be reached at (216) 892-1910.

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More Than Research—Answers.

The compensation figures shown on these pages are an average of salaries (plus bonuses and incentives) for calendar year 1995. Some positions may include salaries for personnel with multiple duties (such as music director and air personality), while many positions encompass several commonly owned stations in a market. Please note that the salaries for some positions listed under certain formats approach statistically reliable thresholds. Please exercise caution when interpreting this information.

Position	1-15	16-30	31-50	51-75	76-100	101-175	All	% Chg 94/95	
MGT.	General Manager	\$235,957	\$213,439	\$150,336	\$114,620	\$85,240	\$111,720	\$165,622	+16
	General Sales Manager	151,647	122,954	98,634	72,347	72,639	79,453	106,966	+7
	Program Director	120,233	82,296	63,252	49,107	37,579	38,771	72,894	+6
	Promotion Director	48,090	35,506	31,897	22,920	24,800	26,036	34,739	-1
PROGRAMMING	News Director	56,188	41,918	39,055	28,311	29,379	24,423	40,007	+5
	Research Director	48,192	25,871	17,149	—	—	—	38,381	+11
	Production Director	45,984	40,651	34,883	28,529	26,034	24,128	38,698	+8
	MD/Asst. PD	48,290	37,383	29,826	26,959	24,091	21,935	36,877	-3
	Programming Asst.	28,371	23,232	28,262	30,649	—	—	26,943	+2
	Morning Producer	33,910	26,449	24,872	22,323	22,600	25,193	26,410	-1
AIR	Morning Drive Talent	142,040	120,889	101,819	60,244	38,621	37,506	93,872	+17
	Midday Talent	60,909	44,972	36,396	29,013	24,648	24,370	39,509	-3
	Afternoon Talent	82,761	61,365	43,157	30,711	25,940	23,009	50,811	+1
	Evening Talent	44,207	31,240	30,116	20,867	22,184	18,859	29,502	+1
	Late-Night Talent	35,448	23,062	19,137	15,243	14,675	17,113	22,700	-3
	News Reporter	38,541	37,451	31,932	23,897	17,072	20,217	32,356	+13
	Sports Dir./Anncr.	45,407	42,875	48,198	33,250	—	27,925	43,646	-13
SALES	Local Sales Manager	107,994	95,118	78,532	60,782	—	55,231	87,014	0
	National Sales Manager	103,300	89,074	59,082	67,010	—	60,468	89,521	+3
	News Bus./Retail/Co-Op	72,207	68,924	51,524	39,263	—	—	62,722	-6
	AE-Highest	126,398	106,684	80,083	68,559	61,019	53,723	90,311	+10
	AE-2nd Highest	101,068	86,515	64,066	53,817	43,593	43,010	72,007	+9
	AE-Avg./Others	59,368	54,158	42,780	32,092	28,277	31,309	45,486	+9
OPS/SUPPORT	Promotion Asst.	25,843	19,759	18,319	15,434	—	19,326	21,337	+4
	Traffic Director	35,363	28,331	25,444	22,821	22,069	21,264	27,031	0
	Continuity Director	27,459	22,692	20,580	22,914	31,333	23,476	24,620	+2
	Chief Engineer	59,733	50,727	43,105	33,619	33,595	34,714	46,802	+1
	Assistant Engineer	37,522	29,478	29,282	25,418	—	—	31,020	+6
	Technician	40,183	26,096	24,900	—	—	—	30,251	+6
	Bus. Mgr./Controller	58,035	48,412	39,850	33,562	31,678	31,950	43,955	+7
	Asst. Bus. Manager	33,010	27,706	24,853	21,652	21,938	—	28,747	+8
	Executive Asst.	32,556	29,070	25,723	21,960	27,356	—	28,868	+4
	Sales Assistant	25,497	22,019	20,421	18,727	18,560	20,480	21,886	+5
Receptionist	20,880	17,910	16,695	15,927	16,171	15,294	17,564	+5	

Data gathered for R&R by Miller, Kaplan, Arase & Co.

Continued on Page 35

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Continued from Page 32

	Position	AC		Alternative		CHR		Country		NAC	
		1-30	31-100	1-30	31-100	1-30	31-100	1-30	31-100	1-30	31-100
MGT.	General Manager	\$195,875	\$117,643	\$131,759	—	\$234,087	\$110,280	\$207,678	\$143,947	\$192,305	\$132,531
	General Sales Manager	130,871	80,081	82,036	—	130,516	64,788	113,183	86,483	119,246	—
	Program Director	100,949	60,472	62,522	\$43,179	97,054	53,207	76,438	53,184	71,791	53,000
	Promotion Director	44,136	28,985	39,651	—	39,473	22,716	32,089	27,987	36,093	25,000
PROGRAMMING	News Director	50,175	34,837	55,868	—	39,639	—	36,994	32,051	34,836	—
	Research Director	43,167	—	—	—	36,114	—	—	—	—	—
	Production Director	44,112	35,966	33,274	—	37,605	29,166	35,147	29,553	41,373	—
	MD/Asst. PD	43,310	—	35,158	—	44,059	23,699	32,897	35,291	48,438	—
	Programming Asst.	30,022	—	—	—	24,306	21,076	25,169	—	23,491	—
	Morning Producer	29,214	24,895	24,600	—	26,687	24,725	31,867	25,949	—	—
ON AIR	Morning Drive Talent	119,333	79,575	47,063	54,080	121,868	52,958	119,757	73,269	55,915	50,750
	Midday Talent	53,507	34,912	30,673	26,570	38,001	27,491	36,276	29,324	59,729	24,000
	Afternoon Talent	66,391	37,881	31,765	—	59,755	30,892	46,190	33,727	73,024	34,000
	Evening Talent	39,344	25,805	23,064	26,285	33,878	20,076	27,202	21,354	39,902	25,333
	Late-Night Talent	30,150	18,351	22,611	—	25,385	14,871	23,971	16,516	31,293	—
	News Reporter	25,584	—	—	—	29,189	—	32,421	18,890	—	—
	Sports Dir./Annrcr.	33,129	—	—	—	—	—	—	32,401	—	—
SALES	Local Sales Manager	102,231	92,537	89,468	—	102,803	51,514	81,521	71,217	73,193	—
	National Sales Mgr	92,812	—	86,863	—	99,045	46,600	95,709	71,683	—	—
	New/Retail/Co-op	68,959	—	75,086	—	68,450	—	63,569	45,540	—	—
	AE-Highest	115,858	82,056	74,913	—	105,108	51,323	105,644	74,105	82,908	62,769
	AE-2nd Highest	89,944	58,172	55,350	—	86,907	38,716	82,799	64,764	62,621	58,607
	AE-Avg./Others	57,180	38,880	36,511	—	52,502	27,085	54,696	36,308	51,426	39,726
OPS / SUPPORT	Promotion Asst.	25,883	16,954	19,971	—	25,043	13,506	21,051	16,225	24,781	—
	Traffic Director	33,119	25,647	28,000	—	28,747	23,207	28,132	22,917	28,829	31,333
	Continuity Director	25,722	—	28,794	—	25,038	18,721	23,071	24,703	23,399	—
	Chief Engineer	53,577	35,468	44,659	—	52,358	36,409	47,494	36,737	49,839	—
	Assistant Engineer	35,920	—	32,102	—	27,378	20,267	29,093	26,087	32,491	—
	Technician	—	—	—	—	32,833	—	23,065	—	—	—
	Bus. Mgr./Controller	52,104	36,589	43,073	—	48,520	34,974	40,747	35,337	54,043	—
	Asst. Bus. Manager	33,753	21,143	30,253	—	29,217	—	27,808	21,580	23,493	—
	Executive Asst.	32,656	21,360	28,563	—	29,680	23,766	27,156	25,907	31,263	—
	Sales Assistant	24,083	19,920	21,652	—	24,387	17,004	22,811	19,906	21,778	—
Receptionist	20,486	16,527	17,273	—	18,808	16,178	16,344	16,441	19,080	—	

Data gathered for R&R by Miller, Kaplan, Arase & Co.

Continued on Page 36

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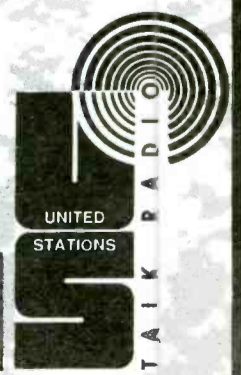
Talk Radio



Alan Colmes **Barry Farber**

Victoria Jones **Left to Right**

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Continued from Page 35

	Position	News/Talk		Oldies		Rock		Spanish		Urban	
		1-30	31-100	1-30	31-100	1-30	31-100	1-30	31-100	1-30	31-100
MGT.	General Manager	\$181,523	\$184,361	\$175,759	\$135,390	\$191,085	\$154,655	\$198,280	\$121,000	\$167,075	\$115,919
	General Sales Manager	135,271	85,253	105,355	91,602	120,443	88,571	122,156	—	108,392	80,302
	Program Director	77,040	63,403	80,061	64,665	95,179	74,641	99,750	43,667	91,103	46,347
	Promotion Director	40,371	25,302	39,661	28,464	20,339	29,694	26,702	—	37,123	31,899
PROGRAMMING	News Director	55,325	35,336	38,281	26,322	53,999	49,612	33,656	—	36,162	29,546
	Research Director	44,575	—	45,258	—	42,755	—	—	—	—	—
	Production Director	45,014	34,957	31,043	34,201	46,361	32,485	38,840	—	41,599	23,473
	MD/Asst. PD	43,033	—	42,123	—	43,774	31,026	—	—	36,053	—
	Programming Asst.	21,816	25,306	—	—	—	25,094	—	—	—	26,186
	Morning Producer	28,084	18,187	23,331	—	29,597	31,734	—	—	26,064	16,230
ON AIR	Morning Drive Talent	139,680	106,055	76,453	71,918	163,278	147,614	70,274	36,507	120,359	36,840
	Midday Talent	68,609	72,849	34,648	35,477	47,494	32,128	37,156	23,167	40,139	24,032
	Afternoon Talent	85,968	65,500	42,959	33,570	82,446	36,314	41,074	—	59,640	26,747
	Evening Talent	41,263	35,699	27,994	25,480	34,144	21,524	21,950	17,500	38,825	23,573
	Late-Night Talent	29,576	31,906	20,765	17,010	26,960	16,055	13,627	13,307	27,609	19,680
	News Reporter	59,117	28,500	19,875	—	39,754	—	29,433	—	43,167	—
	Sports Dir./Annncr.	67,203	30,349	29,789	—	42,326	—	—	—	17,869	—
SALES	Local Sales Manager	88,532	57,313	90,853	—	102,116	95,466	97,712	—	89,910	—
	National Sales Mgr	94,984	78,948	91,872	—	112,562	53,321	101,497	—	62,761	—
	New/Retail/Co-Op	61,264	62,990	65,192	56,637	70,382	45,465	—	—	58,285	—
	AE-Highest	103,803	86,816	91,956	72,578	104,087	97,575	101,808	48,867	111,931	71,209
	AE-2nd Highest	91,218	73,164	75,035	63,275	84,517	76,083	71,442	38,867	88,303	44,626
	AE-Avg./Others	57,554	50,762	46,051	39,515	49,158	48,649	45,847	23,383	60,630	32,735
OPERATIONS/SUPPORT	Promotion Asst.	21,340	—	21,522	19,198	28,805	19,059	—	—	24,269	17,472
	Traffic Director	31,777	24,974	26,906	25,677	24,896	24,328	29,437	—	28,145	24,071
	Continuity Director	29,705	—	22,746	—	—	20,391	—	—	22,911	—
	Chief Engineer	55,139	48,150	46,972	31,582	54,648	40,405	43,514	—	46,768	44,413
	Assistant Engineer	38,050	39,434	—	—	31,963	24,534	26,740	—	26,029	—
	Technician	34,737	—	—	—	29,500	—	—	—	—	—
	Bus. Mgr./Controller	56,148	41,897	43,758	34,566	45,474	40,153	46,980	—	42,654	38,723
	Asst. Bus. Manager	38,701	31,329	25,649	21,651	28,533	22,865	21,479	—	30,399	—
	Executive Asst.	32,623	27,447	27,003	—	30,015	23,743	29,870	—	27,668	20,240
	Sales Assistant	22,340	20,447	21,238	19,680	22,829	19,839	22,304	—	23,254	17,760
Receptionist	18,896	14,636	17,431	16,996	18,280	15,992	16,645	13,933	18,421	15,234	

Data gathered for R&R by Miller, Kaplan, Arase & Co.

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AM Radio: Alive And Kicking

By Charlie Sislen

The recent rise of WKTU-FM/New York to top-rated audience delivery in major demos and dayparts leads some of us to recall a time when a station with identical call letters and a Dance-oriented format also took New York by storm.

In 1978, WKTU went from soft AOR to disco, and in one Arbitron sweep period rose to dominance. Most of its gains came at the expense of AM contemporary music stations like WABC. Many of us who were around at that time recall that period as signaling the "death" of AM radio. Music formats began their steady trek away from the AM band, and audience

shares began their shift toward FM.

Steady, Growing Return

Well, now it's 1996, and something interesting is going on. The patient — AM radio — didn't die back in the '70s. In fact, it's looking pretty healthy and holding its own in a very competitive media marketplace.

Eastman Radio Research just completed a study on AM radio, surveying the top 50 markets to measure AM's continuing impact among listeners. The findings may surprise some people. Among the major points:

- AM listening maintains a significant and stable position over the last few years.
- AM's profile is not as old as one would think, with strong impact in prime adults 25-54.
- AM concentrates its appeal in high-end qualitative categories — still within the 25-54 demo — mak-

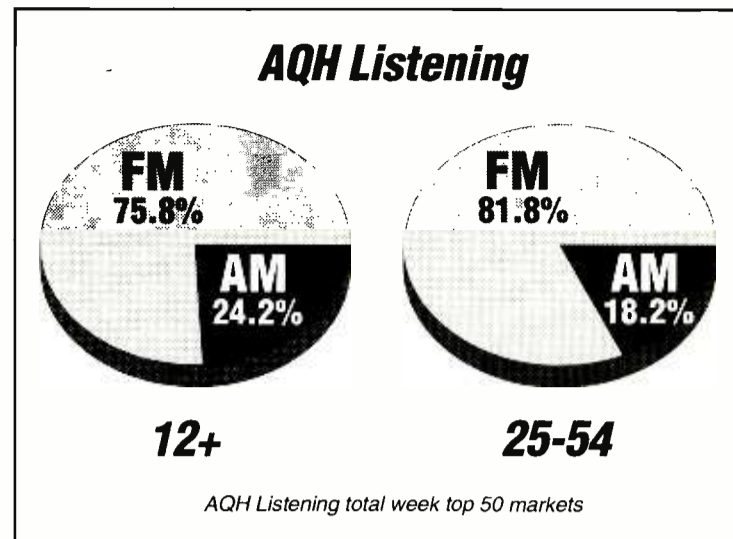
ing it an attractive vehicle for advertisers looking to reach these desirable consumers.

AM: Big Reach

The radio medium offers tremendous reach. During the average week more than 95% of people of all ages tune to radio at some point. However, AM radio by itself reaches 40% of all persons 12+, and more than one-third (38%) of adults 25-54. While some of these people also tune to FM, more than 26% of the people who listen to AM do not listen to FM. That's nearly 11% of the population that tunes exclusively to the AM band.

FM does a great job of delivering consumers, but more than one in 10 people are eliminated from consideration if AM is left off the buy. Many others can be reached more effectively at certain times of the day through AM radio.

The AQH story is equally impressive. Nearly one-quarter of all 12+ listeners are tuning into AM radio at any specific moment in time; for 25-54, it's nearly one in five. In markets like San Fran-



cisco, St. Louis, and Memphis, AM's total share finishes at or above 30%.

As you might expect, the AM audience skews toward the older end of the spectrum. However, AM listening remains well represented in the demographic groups that advertisers buy most often. More than 44% of AM listening comes from adults 25-54, with most of that coming from the important 35-54 segment. AM's 33% composition in adults 35-54 is very comparable to FM's 38% in the same age group.

Upscale Audience

Even more importantly, the real AM story can be found outside of analyses of age groups. A review of lifestyle and product usage information proves that AM radio delivers an upscale audience. Certain formats dominate the AM dial — News/Talk, all-News, all-Talk, Full-Service, Nostalgia. According to the 1996 Simmons, these stations deliver the high-end consumers that everyone is looking for. Looking at adults 25-54 who listen to AM radio:

- 59% have a household income of \$50,000+, 40% above the market average
- 15% have a household income of \$100,000+ (69% higher)
- 22% have an individual income of \$20,000+ (97% higher)
- 38% are professionals or managers (57% higher)
- 21% have a financial/brokerage account (64% higher)
- 40% are involved in corporate purchases of \$1000 or more (42% higher)

While AM radio listenership has been steady recently (24% AQH share for the last three years), several recent **Katz Radio Group** studies reveal that the AM band is dynamic, able to quickly expand its audience when events draw listeners to its unique programming. Here are just two examples:

- During the war in the Persian Gulf, the KRG showed that AM radio listening jumped, especially among men 25-54.
- During the **O.J. Simpson** trial, AM stations that carried the gavel-to-gavel proceedings experienced clear-cut audience increases that corresponded exactly to the trial schedule, including lower audiences for the hour during lunch time.

Interestingly, AM radio in general performed similarly this year compared to last year, when O.J. hysteria swept the nation.

The Format's Dilemma

With all of this positive information at our disposal, AM radio sometimes fails to receive its just share of the advertising pie. Why don't some advertisers better appreciate the benefits that stations on the AM band can provide?

Perceptions play a role. Younger buyers who were raised on FM have trouble relating to stations they have not traditionally listened to in the past. We intend to use the figures from our study to show these buyers that AM stations hold an important place for a loyal group of consumers that probably ranks high on every advertiser's list.

Our concentration on age and sex is also a factor. Most buys today are framed in terms of traditional demographics, even though we know that lifestyle plays a very important role in determining purchase patterns for many products. If advertisers are interested in consumers rather than age groups alone, why don't buyers use consumer information as their primary source for choosing stations and making buys? It's a complicated question, with many factors involved.

Information sources that measure lifestyle and product consumption are not as universally available in every market, so it is difficult for sellers and buyers to be consistent and use one source in all markets. Also, the data is not published as often, so buyers tend to think that the audience numbers could be out-of-date and not representative of current conditions.

Perhaps the biggest reason for our dependence on demos, though, is the simplest one. We buy and sell based on age and sex because that's how it has always been done. When age/sex information was all we had, we spent years training the ad community to buy based on that data. Now that other sources are available, we're fighting a paradigm that we actually helped to create.

By studying the market in more depth as we have in this recent study, we can use current age/sex audience figures to show that AM radio commands a lot more attention than many would believe. This will hopefully open some minds to consider the real benefits of AM, where the power of the consumer story makes value very clear.

Salespeople On The Move

• **Thomas King** has been promoted from LSM to GSM at **KOOL-FM/Phoenix**.

• **Gina Quintana** has assumed the Sales Manager post at **KVVA-FM/Phoenix**. She had previously worked in the Arizona Cardinals promotions department.



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Charlie Sislen is VP Research & Marketing at Eastman Radio in New York. He can be reached at (212) 424-6417 or csislen@katz-media.com

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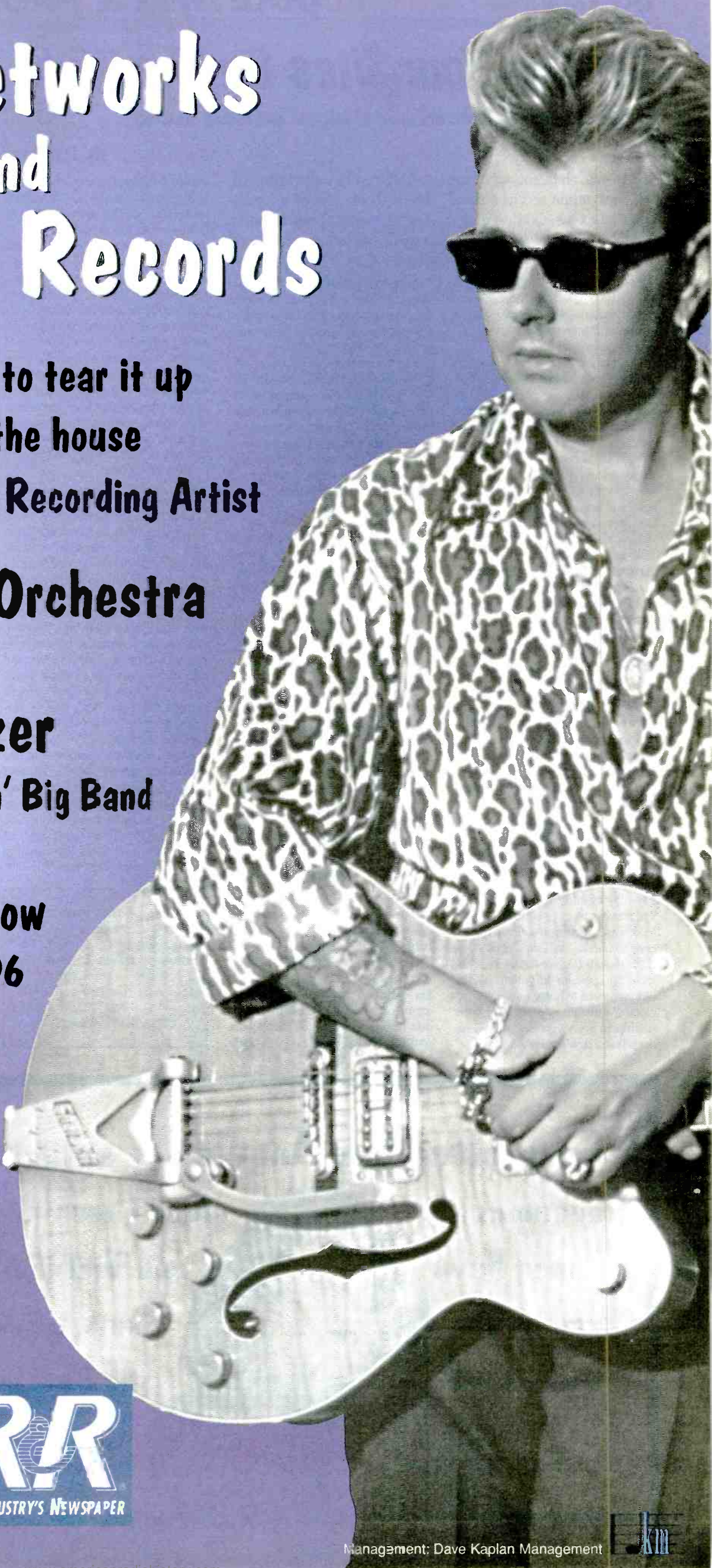
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Setting Your Sites On The Web

□ How stations can make the most of Internet and online services

By John Lund

PDs and air talents who plug into the Internet, bulletin boards, and online services already know the wealth of information that exists. Getting material for air shows is much easier, and local talent can access the same quality of information found on shows such as "Entertainment Tonight" or "Day and Date."

For talk hosts, the online world is a gold mine of topic ideas and background material. In many cases, it can replace a number of magazine and newspaper subscriptions.

Listener communication is another benefit of being online. Every day, millions of radio listeners plug into the Internet from their homes, schools, and offices to communicate with friends and colleagues, promote their businesses, take classes, access libraries around the world, discuss project procedures with noted experts, get up-to-the-minute news and financial reports, and download files on any subject they want.

Upscale listeners to NAC, News/Talk, and Adult Alternative are most likely to send e-mail to air personalities. For talk hosts in particular, this presents a whole new source of ideas for future shows. Some people who listen at work find e-mail contact with a station less obvious to co-workers than making a phone call while on the job.

Where's the \$\$\$?

Internet addresses are becoming quite common on radio and TV spots and in print advertising, too. Yet a survey of business and computer publications finds few firms turning a profit from the Internet. Two emerging trends affect radio:

- Companies with creative media mixes produce revenue and profits. Radio stations successful in selling time on their Internet web sites often appeal to retailers with their own web sites. By offering hyper-links (icons that transfer users to another site) and logo presence, stations offer a new avenue to clients' web sites. Real estate firms show listings on the Internet, and radio can acquaint the public with this new approach to home buying. By including web site presence and sponsorship in agency presentations, stations find a new hot button.

- Intranet use of the World Wide Web is growing. The Intranet allows for internal communication within your station or group. With radio groups growing larger, using a web site for internal communications and information-sharing is a growing option. The biggest function of the Intranet is still electronic mail, but transferring audio files of commercials, liners, and promos is possible today. New telephone software for under \$60 per location utilizes the Internet as a toll-free phone system.

Targeting Clients

While Internet technology is changing rapidly, most of the change involves making access easier. AT&T and MCI are among the major companies providing economical access. With more listeners and competitors on the Internet, how your station is represented and how it gains revenue from the Internet should be part of your strategic planning.

Much has been written about the lack of profitability in Internet retailing, but business done on the Internet quadrupled to over \$2 billion last year. In radio, the best lesson comes from the way advertising is sold on the Yahoo search engine. Yahoo approached companies with web sites featuring a natural attraction for Internet users. Software firms are represented, but so are car makers, catalog companies, and institutional advertisers.

Who Are Good Prospects?

Businesses already on the Internet are ripe targets. But also consider banks offering online banking, real estate agencies with online listings and photos, insurance and stock brokerage firms, car dealers and upscale car mechanics, software firms, sports and leisure-time related businesses, and service companies. Non-tradi-

tional prospects include schools and other institutions that have long been on the Internet. One station valued its Internet web site at \$38,000 to help win a college sports-rights contract.

Offering a link to an advertiser's web site or simple logo presence is a good start. And this should be done as part of a multimedia mix that includes radio, Internet, and your database marketing program. Cash value should always be assigned to web site presence. Ultimately, web site advertising may include sponsoring special parts of your web site (hot links or contesting), custom services (news, weather, and sports reports), and client coupons that can be downloaded and printed by the Internet user.

What Makes a Great Site?

Like radio, the Internet is not static. Staying fresh and entertaining is vital. Great web sites (like great radio stations) offer compelling reasons for users to return. Web sites should be updated at least weekly or have content that is self-updating (weather maps, radar, entertainment links, etc.).

Separate contesting on the web site, joke of the day, music news, and similar features are all good ideas. Graphics should be kept simple enough that users with slower modems don't become bored waiting for screens to appear.

Most of all, the radio station site should be a gateway to other Internet uses. By offering links to all Internet search engines, the station's web site becomes a user-friendly launching platform for the growing number of virgin users and those just learning their way around the Internet.

John Lund is President of the Lund Consultants to Broadcast Management & Lund Media Research, a full-service radio consulting and research firm in San Francisco. He may be reached at (415) 692-7777 or e-mail: TLC2RADIO@aol.com.

Broadcasters Swarming Online

Lund Media Research, the research division of the Lund Consultants, recently conducted a survey of how online and Internet services are used by 1000 broadcasters from all U.S. regions and market sizes.

The research was intended to help enhance communication between industry service providers and broadcasters, individual station departments, and sister stations in a group. Here's a summary of the results:

Respondent Profile:

- One-quarter are station/group owners or in corporate positions
- One-third are GMs
- One-third are PDs
- The remainder are sales managers and morning talents

Computer Use:

- 80% have a computer with a modem in their office
- 67% use e-mail on an occasional or regular basis
- 75% of PDs and 90% of GMs and owners/corporate executives go online

More Radio Info Desired:

- 88% of PDs are interested in a web site chat room that could be used within their company for programming idea sessions, sales training, brainstorming, etc.

What radio-related Internet services would radio management like to see?

GMs:

- Listing of all radio station homepages
- Information on vendor services
- More sales information other than RAB
- FCC database, ratings info, etc.
- Help wanted/positions sought
- Back issues of trade journals
- Promotional ideas

PDs*:

- Show prep services
- Music events, concert and artist information, and news
- Promotions, promotions, promotions!
- Music test results
- Program services
- PD networking
- Real audio from stations
- Ideas for marketing stations
- Airchecks/live radio shows from other cities

Sales Managers:

- Co-op and vendor ideas
- Advertising trends

* Almost 100% of PDs still place great importance on the telephone for trouble-shooting and strategic planning between their station and the consultant.

Long after Los Angeles is sold to Mexico and baseball becomes the Super Bowl one on the stickers will great Czech pastime and London wins the and Vietnam's hottest band hits number charts, your U.S. Tape & Label bumper still look good.



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Jacor CEO Randy Michaels: A 'Larger Than Life' Outlook

Continued from Page 1

cash, and we don't have a plan to flip the station at all. I'd love to be in Los Angeles ... the best, the biggest, most dynamic, most terrific radio market in the country. The problem has been price — there are prices being paid in the Top 10 markets that people smarter than me are paying; on a cash basis, I can't figure out how they achieve a rate of return that would be appropriate for Jacor shareholders.

By using a television station as trade bait, we were able to pull off a very rational deal and end up in Los Angeles — and get stations in San Diego and Tampa, where we already have concentration. That's the way

“ We are going to have announcements — regarding purchases and strategic swaps — right through the end of the year that will show a pattern of continued growth in rational deals. ”

to buy them. People are calling up trying to buy KIIS, which is clearly, today, worth between \$250 million and \$300 million. I don't know how, on a cash-flow basis, you'd ever justify that. We didn't have to; we were able to swap a VHF network television station — something else that's very valuable today.

R&R: Where do you see Jacor going in this new consolidation-of-ownership era? What is your

strategy for taking the group into the next millennium?

RM: We have several strategies, none of which I'm about to blurt out in the trade papers! Let me just say that when everyone is running to the right, we're going to look hard for the opportunity towards the left. We're going to have to find creative ways to get the deals we want and still create a return for our shareholders. Even though Jacor's become a fairly large company, we are working hard to maintain the flexibility of the entrepreneurial spirit. We move very quickly and have a number of strategies we think will allow us to continue to grow in meaningful ways.

I think we are going to have announcements — regarding purchases and strategic swaps — right through the end of the year that will show a pattern of continued growth in rational deals. And they'll provide an above-average rate of return, not something that's 18 times 2004 cash flow.

R&R: Would you look at the ABC stations?

RM: If there is a group of attractive transmitters out there, you can be assured that we have looked at it. And we'll try to find a creative way to get them.

R&R: How is Jacor strategy, or your strategy, different from other large groups such as Evergreen or CBS/Infinity?

RM: I'm not necessarily privy to every detail of their strategies. But I would say that Jacor is probably the most opportunistic of those companies. Evergreen has a stated strategy of trying to be in the Top 10 markets. To a great extent, I think that's also CBS/Westinghouse/Infinity's mission. Clearly they are trying to cluster — and they are doing a wonderful job of clustering — radio and television stations in the very large markets. We'd love to be doing that,

too. I'm not sure we'd love to be doing a lot of it at today's prices.

Our view is that our industry has a lousy record of adapting to fundamental change. When television came in, a lot of people thought radio was dead. It took people forever

“ I'm sick to death of the '10-in-a-row light rock with less talent' stations — there's no entertainment value, no show business. ”

to realize that FM was a much better transmission medium than AM. Broadcasters aren't necessarily the most aware when the rules have changed. Well, the rules have fundamentally changed. The telecom bill has so dramatically changed our world. It's created such fantastic opportunity for radio to move itself up the food chain and for radio companies to be serious companies. Before telecom, we could only be in 10 duopolized markets. Today we can be in as many markets as there are.

While the argument Evergreen makes about Top 10 markets is somewhat true — there's a lot more money in Los Angeles and New York than in Lexington, KY — we believe when you just do a return on capital analysis, the prices you have to pay make some of the deals in Lexington much more rational. If you can own seven or eight transmitters in Lexington, the stability is tremendous because there are fewer players; a company like Jacor could be a big player.

We are going to check our ego. I've had some friends who have asked, "Why do you want to be in Sarasota? Why do you want to be in

Lexington?" Because we get fabulous deals that will create a tremendous return on equity. If you're a shareholder, you've got to love it. Look at a dollar cash flow: It's very difficult to tell if that dollar came from New York, Lexington, or Sarasota. We will invest the money anywhere we can achieve an above-average rate of return. Market size and format are not so important.

In this era of concentration, consolidation, and shrinking staffs, there's a tendency to run with fewer managers and fewer PDs, hire consultants, and stick in cookie-cutter formats. Jacor remains committed to employing, nurturing, and rewarding the very best product and programming people — the very best talent — in the business. At the end of the day, if you have 10 classy FMs in the market, the one with the best product wins.

R&R: How do you see consolidation shaking out? Which group(s) will be the dominant force(s) when it's all over?

RM: What's clear is it's going quicker in the second round than I expected. When Congress passed the telecom bill, most markets were about half rationalized and duopolies had been proceeding at a mediocre pace. Once the Infinity/Westinghouse deal was announced, people went crazy — everybody's talking to everybody.

In the next phase, you will see some really big money come in. Whether it's Microsoft, AT&T, or GE Capital, I don't know. When you could own only 10 markets, radio wasn't very exciting. Now you can go into 100 markets, you can own 200 markets, and you can own a whole bunch of stations in those markets. Radio is going to grow its share of the ad pie.

R&R: When do you see consolidation ending?

RM: I don't know when the

dance starts to slow down. It's clear there is an awful lot to go.

R&R: While you have been busy building a major force in the business, you have also had a great deal of fun. You've been described as "a real character" and "bigger than life" because of your promotional sense and ability. Of all the great stunts you have pulled off, which one stands out?

RM: I don't think any one stands out. But certainly the attitude of having fun, of being radio stations that are larger than life ... this is a business where you can take risks. You can put product on that's compelling, even if some groups don't like it. If it's powerful and creates a bond with other groups, you've built

“ Most people spend too much time with their bankers and lawyers and not enough time with their listeners. And when they do focus on the product, there's too much time spent with the advertisers. ”

something sustainable. I'm sick to death of the "10-in-a-row light rock with less talent" stations that are completely fungible [interchangeable], where you've got a bunch of liner-card readers — there's no entertainment value, no show business. They say brand loyalty is declining; brand loyalty is *not* declining when a radio station is colorful

Continued on Next Page

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Hootie & The Blowfish
:11/04:06/Cold

Start

8000

--/00:52/

Spots

Mid-6

6a-10a

10a-3p

Log

Music

Sweeper

S	Act	Title	Artist	Outcue	Duration	Shelf
		BROADCAST ELECTRONICS, INC.	Sheryl Crow	Fade		
			Bruce Springsteen	Fade	00:03:13	30746
			Blowfish	Cold	00:04:06	46308

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Jacor CEO Randy Michaels: A 'Larger Than Life' Outlook

Continued from Page 41

and three-dimensional, takes some risks, and puts on some foreground programming that makes people want to listen.

If you don't have fun in this business, you've made a serious career error. This has become a very serious business. It's 24 hours a day, it's seven days a week, it's cut-throat, there's a new Arbitrend every month, and — all of a sudden — all the stakes are huge. If you haven't figured a way to just have a laugh riot doing this, you've made a terrible mistake.

So to answer your question of "what stands out?" — what stands out is it's a shame, and an opportunity, that there are so many colorless, dull, lifeless radio stations programmed strictly by research companies and broadcasters who would have been better off being insurance men and bankers. You go into a large market, and the stakes are so high that everybody is scared shitless. Everybody is so afraid to take a risk to do anything that might actually be entertaining!

R&R: Which stunts have flopped causing you to say, "I'll never try that again!"

RM: We have so many failures. I've done so many really "stinko" things that backfired and went badly. But that's all part of the deal. You can try three things and have them all work. But if I try 10 things and only five of them work, I've had five failures but I've had two more successes than you've had. You hear a lot of experts tell you, "You should have done it this way, it would have worked" or "You shouldn't have tried that, you should have tried this other thing." When you stand there and talk to them, most of them aren't trying anything at all!

I would rather be criticized and have things that don't work out so well than stand there and talk about other people without having tried anything myself. Our attitude is to celebrate failure. You've got to swing for the ball.

R&R: How do you come up with these ideas?

RM: It's an atmosphere. You've

got to surround yourself with creative people. Jacor is still focused on its programmers. Most people spend way too much time with their bankers and lawyers and not enough time with their listeners. And when they do focus on the product, there's too much time spent with the advertisers. We've got to make it fun and entertaining for them — and that means having creative people.

I feel [radio] is such a wonderful escape from reality. Why would anyone ever want to do anything else?

R&R: Folks familiar with the internal operations of your company report there's almost a fraternity-house atmosphere — or, as one person said, an "Animal House' quality" — inside the company. They say your communications are fun, yet everyone understands Jacor is a business and it has to make money. Does this kind of attitude play an important role in your play-to-win strategy?

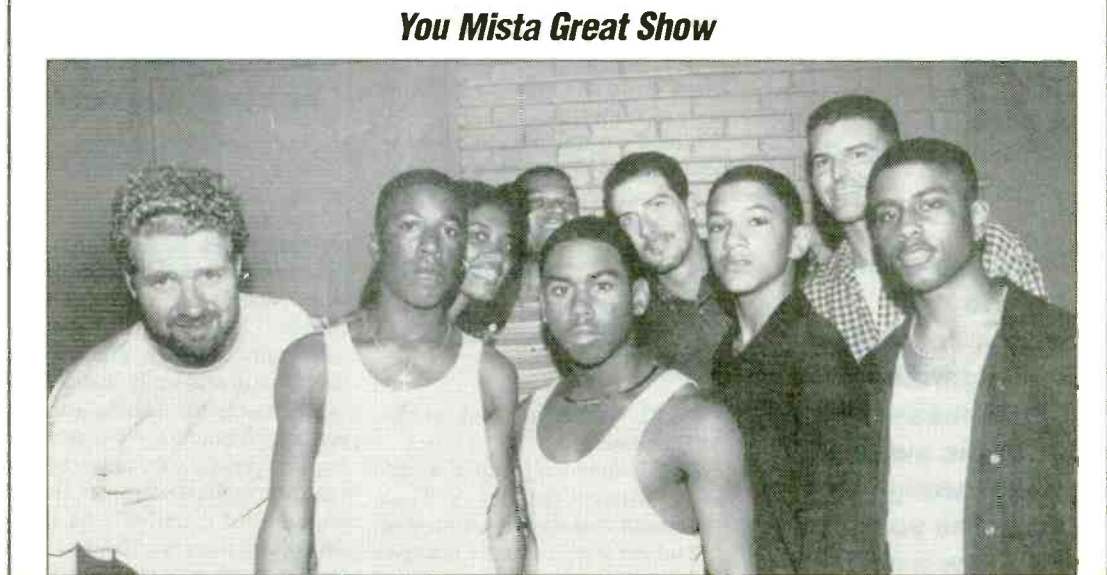
RM: If you want your stations to be the most fun to listen to, shouldn't they be the most fun to work at? We are not big on memos. We have a corporate policy manual. It's one page, one line: "Use your best judgment." I can dictate thousands of pages of rules, but using your best judgment is really the bottom line. If we have people with judgment so bad that when they use it we don't win, we have the wrong people.

R&R: How do you manage your time, and how do you handle all of the things you need to do?

RM: I'm really disorganized. I don't get it all done. There's a growing group of wonderful people cleaning up the pieces. As we grow, I'll wander down the hall and say, "Oh my God! Have we figured out how to get all of these extra people paid?" Someone will say, "Yeah, we took care of that." We've got some wonderful people: President/COO **Bobby Lawrence**, President/Radio Division **Dave Crowl**, Sr. VP **Chris Weber**, VP/Programming **Tom Owens**, and **Bill Suffa**. We just hired Suffa as a consulting engineer; he's going to help us invent tomorrow's radio with a backbone that links all of our stations, so we can shoot audio from one station to any other station — share production,



Babyface A Nation
Kenneth "Babyface" Edmonds (arms folded) is surrounded by just a few of his closest Epic Records pals at a New York listening party for his new album, "The Day."



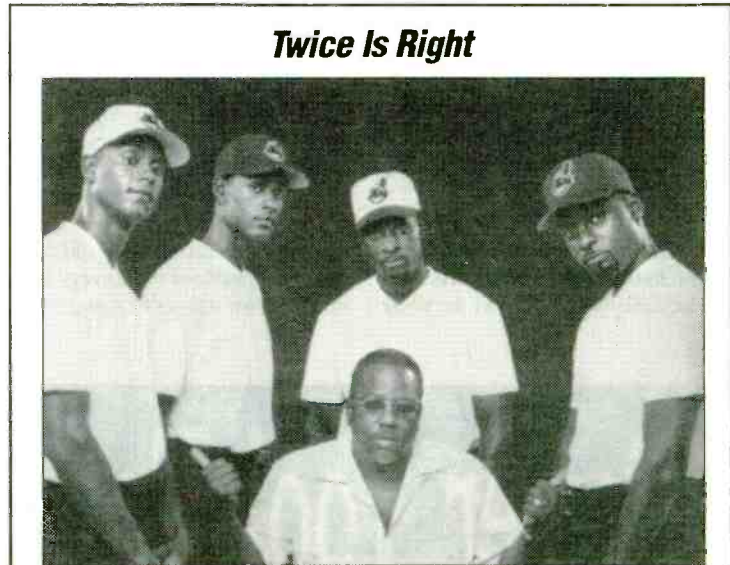
You Mista Great Show
Hanging after Mista's performance at New York's SOB's are (l-r) Elektra Sr. VP/Promotion Greg Thompson, Mista's Darryl Allen, WUSL/Philadelphia's Helen Little, Elektra Sr. VP/Urban Music Promotion Richard Nash, Mista's Byron Reeder, WERQ/Baltimore's Tom Calococci, Mista's Brandon Brown, Elektra Sr. Dir./Crossover Promotion Tom Maffei, and Mista's Bobby Wilson.

share bits. The good news is that as disorganized as I am, there are a lot of people to clean up.

What do I do when I'm not working? I'm asleep. If you do what you love, you can do it all the time and it's great. I have a wonderful life. I get to travel to all kinds of cities, be in all kinds of radio stations, all different kinds of formats. When I'm not in the stations we own, I'm in the stations we're looking at buying. I feel this is such a wonderful escape from reality. Why would anyone ever want to do anything else?

R&R: Do you have any advice for young people wanting to get into radio?

RM: Yeah — don't do it. It's really gotten to be serious business. If you have a passion, a sickness that a lot of people in this business have, you should ignore that advice and do it anyway.



Twice Is Right
Silas Records President Louil Silas Jr. (seated) has been seeing double since signing Twice, a group comprised of two sets of identical twins — Laval and Lovell Jones (l) and Mike and Ike Owensby. Their first single is due in November.

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'ZINE

SCENE

Man On The Moon Exposed!

"I pulled my pants down. Twice. A security guard wasn't quite sure what was going on. And he turned his light on me, so I ran out again and did it twice. They put a spotlight on me" — coverboy **Michael Stipe** on how he greeted the "Dole For President" plane as it landed near his at a Seattle airport (*Rolling Stone*).

In another unfriendly greeting, the *Star* shows **Tommy Lee** wrestling a photog to the ground over his video camera as the **Motley Crue**ster and wife **Pamela Lee** exit the Viper Room. (The victim is suing over a broken pelvis.) According to the *Globe*, Lee was set off by an unknown bystander's taunts of "lousy parents."

Lovett's In The Air

Lyle Lovett, 38, is romancing 18-year-old University of Pennsylvania freshman **Lea Popowich**. The couple met when Lovett stopped by the campus radio station — where Popowich interns — for an interview. They've since become inseparable (*Star*).

Before her current romance with actor **James Brolin**, **Barbra Streisand** was so love-starved she would have ex-beau **Richard Baskin** (the ice cream heir) over for maintenance trysts, after which he slept alone in the guest room. (*Globe*).

Whitney Houston's galpal **Robyn Crawford** was so distraught when the singer agreed to marry **Bobby Brown**, she threatened to out Houston and then kill herself (*National Enquirer*).

Jack Nicholson was spotted

picking up **Ashley Judd** for the evening at New York's Carlyle Hotel twice in one week (*Star*).

Slight-Headed

"I felt slighted when I was going around the world building hip-hop in various countries and came back and saw someone who was handling mail one day, in an executive position the next. No offense, but I think in the area of black music you have a lot of underqualified people" — **Chuck D** explains why he founded **Slam Jamz**, his new **Columbia**-distributed label (*The Source*).

Gun Running

Bobby Brown is convinced that **Tupac Shakur's** killers are out to get him, fearing they might be linked to the contract murder of Brown's childhood friend and bodyguard **Steven Sealy** last year. Brown's pregnant wife **Whitney Houston** isn't taking chances; she ordered a new home security system more elaborate than the White House's (*Star*).

Tom's L. L. Cool Say

"You have been listening to this song all summer long. It's the big hit of 1964. I wish I could tell you a song to refer to from right now, but my tapes stopped running around **L. L. Cool J's** 'Mama Said Knock You Out.' So let's say it's kinda like 'Mama Said Knock You Out'" — ever-hip **Tom Hanks** attempts to psych up a soundstage of young concert-crowd extras about to hear "That Thing You Do!" for the first time (*Entertainment Weekly*).

Each week *R&R* sneaks a peek through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. *R&R* has not verified any of these reports.

MUSIC DATEBOOK

MONDAY, OCTOBER 21

- 1958/**Buddy Holly** holds his last recording session.
 - 1961/**Bob Dylan** starts — and finishes — his first album.
 - 1975/**Elton John** receives a star on the Hollywood Walk of Fame.
 - 1992/**Elvis Presley's** first grandson, **Benjamin Storm Keough**, is born to **Lisa Marie Presley** and then-husband **Danny Keough**.
 - 1995/In New Orleans, **Blind Melon** singer **Shannon Hoon**, 28, is found dead of a cocaine overdose in the group's tour bus.
- Born: the late **Dizzy Gillespie** 1917, **Steve Cropper** 1941, **Manfred Mann** 1941, **Elvin Bishop** 1942, **Lee Loughnane (Chicago)** 1946, **Steve Lukather (Toto)** 1957, **Charlotte Caffey (Go-Go's)** 1953, **Julian Cope** 1957

TUESDAY, OCTOBER 22



The Who—it wasn't in the Numbers.

- 1964/The **Who**, then known as the **High Numbers**, fail an audition with **EMI**.
- 1966/The **Beach Boys** release what is

at the time the most expensive single ever produced — "Good Vibrations."

- 1976/**Keith Moon** plays his last show with the **Who**.
- Born: **Chris Kirkwood (Meat Puppets)** 1960

WEDNESDAY, OCTOBER 23

- 1962/**Stevie Wonder** records his first single, "Thank You For Loving Me All The Way."
 - 1995/**Tone Loc** is ordered to take an anger-management class after fighting a pizza delivery person over a pizza he didn't like.
- Born: "Weird Al" **Yankovic** 1959

THURSDAY, OCTOBER 24

- 1962/**James Brown** records his first "Live At The Apollo" album.
 - 1988/The **John Fogerty vs. Fantasy Records** case begins. The label claims Fogerty plagiarized his own song "Run Through The Jungle" when writing "The Old Man Down The Road." Fogerty wins.
 - 1989/**Hank Ballard, Bobby Darin, the Four Seasons, the Four Tops, Holland-Dozier-Holland, Carole King & Gerry Goffin, the Kinks, the Platters, Simon & Garfunkel, and the Who** are inducted into the Rock & Roll Hall of Fame.
- Born: **Bill Wyman (ex-Rolling Stones)** 1941, **Ben Gillies (Silverchair)** 1976

FRIDAY, OCTOBER 25

- 1964/The **Rolling Stones** make their

first appearance on "The **Ed Sullivan Show**."

- 1973/**John Lennon** sues the U.S. government for allegedly wiretapping his phones.
 - 1991/Legendary concert promoter **Bill Graham** is killed in a helicopter crash.
- Born: **Jon Anderson (Yes)** 1944, **Matthais Jabs (Scorpions)** 1956, **Chad Smith (Red Hot Chili Peppers)** 1962

SATURDAY, OCTOBER 26

- 1965/The **Beatles** are awarded the prestigious **MBE (Member of British Empire)** medal.
 - 1978/The **Police** play their first U.S. show at Boston's **Rat Club**.
 - 1992/**Pearl Jam** sets a first-week record, selling 950,000 copies of the "Vs." LP.
- Also ... **John Fogerty** and wife **Julie** become parents to son **Tyler Jackson**.
- Born: **Bootsy Collins** 1951, **Natalie Merchant** 1964

SUNDAY, OCTOBER 27

- 1960/**Ben E. King** records "Stand By Me" and "Spanish Harlem."
 - 1975/**Bruce Springsteen** simultaneously appears on the covers of *Time* and *Newsweek*.
 - 1995/"Copycat," co-starring **Harry Connick Jr.** as a serial killer, opens nationally.
- Born: **Garry Tallent (E Street Band)** 1949, **Simon Le Bon (Duran Duran)** 1958, **Scott Weiland (Stone Temple Pilots)** 1967

— Paul Colbert

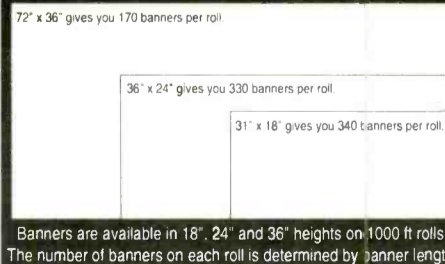
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59.4 million households
Patti Galluzzi,
VP/Music Programming

ADDS

- 311 All Mixed Up (Capricorn/Mercury)
- BECK Devils Haircut (DGC/Geffen)
- OR. ORE Been There, Done That (Death Row/Interscope)
- PUFF JOHNSON Over And Over (Work)
- MONTELL JOROAN Falling (Def Jam/RAL/Mercury)
- NAS Street Dreams (Columbia)
- WILD ORCHID At Night I Pray (RCA)
- OISHWALLA Charlie Brown's Parents (A&M)
- JEWEL You Were Meant For Me (Atlantic)

EXCLUSIVE

MAOONNA You Must Love Me (Maverick/WB)

HEAVY

- BECK Devils Haircut (DGC/Geffen)
- BLACKSTREET I/DR. ORE No Diggity (Interscope)
- COUNTING CROWS Angels Of The Silences (DGC/Geffen)
- SHERYL CROW If It Makes You Happy (A&M)
- OR. ORE Been There, Done That (Death Row/Interscope)
- FUGEES Ready Or Not (Ruffhouse/Columbia)
- HOOTIE & THE BLOWFISH Sad Caper (Atlantic)
- JOHN MELLENCAMP Key West Intermezzo ... (Mercury)
- METALLICA Hero Of The Day (Elektra/EEG)
- NO OUBT Don't Speak (Trauma/Interscope)
- RAGE AGAINST THE MACHINE People Of The Sun (Epic)
- R. E. M. Bittersweet Me (Warner Bros.)
- SUBLIME What I Got (Gasoline Alley/MCA)
- 311 All Mixed Up (Capricorn/Mercury)

STRESS

- FIONA APPLE Shadowboxer (Work)
- BONE THUGS-N-HARMONY Days Of Our Livez (EastWest/EEG)
- TONI BRAXTON Un-Break My Heart (LaFace/Arista)
- CAKE The Distance (Capricorn/Mercury)
- EELS Novocaine For The Soul (DreamWorks/Geffen)
- FILTER Jurassitol (Hollywood)
- GEGGY TAH Whoever You Are (Luaka Bop/WB)
- GHOST TOWN DJ'S My Boo (So So Def/Columbia)
- DOONNA LEWIS I Love You Always Forever (Atlantic)
- MARILYN MANSON The Beautiful People (Nothing/Interscope)
- MAXWELL Ascension (Don't Ever Wonder) (Columbia)
- ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)
- NEW EDITION I'm Still In Love With You (MCA)
- NO MERCY Where Do You Go (Arista)
- REPUBLICA Ready To Go (RCA)
- SALT-N-PEPA Champagne (MCA)
- SOCIAL DISTORTION I Was Wrong (550 Music)
- 2PAC I Ain't Mad At Ya (Death Row/Interscope)

ACTIVE

- AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
- AZ YET Last Night (LaFace/Arista)
- BLACK CROWES Blackberry (American/Reprise)
- CHINO XL Krep (American)
- CELINE DION It's All Coming Back To Me Now (550 Music)
- GINUWINE Pony (550 Music/Epic)
- PUFF JOHNSON Over And Over (Work)
- MONTELL JORDAN Falling (Def Jam/RAL/Mercury)
- NAS Street Dreams (Columbia)
- ME'SHELL NOEGEOCELLO Who Is He... (Maverick/Reprise)
- 112 Only You (Bad Boy/Arista)
- POE Angry Johnny (Modern/Atlantic)
- IGGY POP Lust For Life (Capitol)
- SEBADOH Ocean (Sub Pop)
- WALLFLOWERS 6th Avenue Heartache (Interscope)
- WEEZER El Scorcho (DGC/Geffen)
- WILDO ORCHID At Night I Pray (RCA)

ON

- OETFONES 7 Words (Maverick/WB)
- OISHWALLA Charlie Brown's Parents (A&M)
- FUN LOVIN' CRIMINALS Scooby Snacks (EMI)
- JEWEL You Were Meant For Me (Atlantic)
- LEMONHEADS If I Could Talk I'd Tell You (Tag/Atlantic)
- LOCAL H Bound For The Floor (Island)
- NIRVANA Aneurysm (DGC/Geffen)
- SCHLEPROCK Suburbia (Warner Bros.)
- SCREAMING TREES Sworn And Broken (Epic)
- TONIC Open Up Your Eyes (Polydor/A&M)

Video airplay from October 14-20.



50.8 million households
Lee Chesnut, VP/Music Programming
Wayne Isaak, Sr. VP/Music & Talent Relations

ADDS

- TORI AMOS I'm On Fire (Atlantic)
- SHAWN COLVIN Get Out Of This House (Columbia)
- CHRIS ISAAK Think Of Tomorrow (Reprise)
- ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)

XL

- TONI BRAXTON Un-Break My Heart (LaFace/Arista)
- ERIC CLAPTON Change The World (Reprise)
- CELINE DION It's All Coming Back To Me Now (550 Music)
- JOHN MELLENCAMP Key West Intermezzo ... (Mercury)
- ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)

LARGE

- BRYAN ADAMS Let's Make A Night To Remember (A&M)
- COUNTING CROWS Angels Of The Silences (DGC/Geffen)
- SHERYL CROW If It Makes You Happy (A&M)
- DISHWALLA Counting Blue Cars (A&M)
- MELISSA ETHERIDGE Nowhere To Go (Island)
- DOONNA LEWIS I Love You Always Forever (Atlantic)
- MAOONNA You Must Love Me (Maverick/WB)
- STING I'm So Happy I Can't Stop Crying (A&M)
- WALLFLOWERS 6th Avenue Heartache (Interscope)

MEDIUM

- TORI AMOS I'm On Fire (Atlantic)
- MERRIL BAINBRIDGE Mouth (Universal)
- BLACK CROWES Blackberry (American/Reprise)
- PHIL COLLINS Dance Into The Light (Atlantic)
- ELTON JOHN You Make History (Young Again) (MCA)
- GARBAGE Stupid Girl (Almo Sounds/Geffen)
- HOOTIE & THE BLOWFISH Sad Caper (Atlantic)
- AMANDA MARSHALL Birmingham (Epic)

CUSTOM

- FIONA APPLE Shadowboxer (Work)
- BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)
- BRIAN SETZER ORCHESTRA Rumble In Brighton (Interscope)
- SHAWN COLVIN Get Out Of This House (Columbia)
- EELS Novocaine For The Soul (DreamWorks/Geffen)
- FOR REAL Like I Do (Rowdy/Arista)
- JOHNNY GILL Let's Make The Mood Right (Motown)
- WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
- CHRIS ISAAK Think Of Tomorrow (Reprise)
- JEWEL You Were Meant For Me (Atlantic)
- PUFF JOHNSON Over And Over (Work)
- KEB'MO' More Than One Way Home (Okeh/Epic)
- R. KELLY I Can't Sleep Baby (If I) (Jive)
- KENNY LATTIMORE Never Too Busy (Columbia)
- MAXWELL Ascension ... (Columbia)
- ELEANOR McEVY Precious Little (Columbia)
- MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)
- ME'SHELL NOEGEOCELLO Who Is He... (Maverick/Reprise)
- ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)
- NEW EDITION I'm Still In Love With You (MCA)
- R. E. M. Bittersweet Me (Warner Bros.)
- RuPAUL Snapshot (Rhino)
- OUNCAN SHEIK Barely Breathing (Atlantic)
- SWV Use Your Heart (RCA)
- TINA TURNER Missing You (Virgin)
- LUTHER VANOROSS Your Secret Love (LV/Epic)
- SUZANNE VEGA No Cheap Thrill (A&M)

Video airplay from October 14-20.



36 million households
Lydia Cole,
VP/Music Programming

Video Playlist

- LUTHER VANDROSS Your Secret Life (LV/Epic)
- 2PAC I Ain't Mad At Ya (Death Row/Interscope)
- D'ANGELO Me And Those Dreamin' Eyes Of Mine (EMI)
- MAXWELL Ascension ... (Columbia)
- BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)
- BLACKSTREET No Diggity (Interscope)
- AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
- TONI BRAXTON Un-Break My Heart (LaFace/Arista)
- ISLEY BROTHERS Floatin' On Your Love (I-Neck/Island)
- AZ YET Last Night (LaFace/Arista)

Information for week ending October 11.

Rap City Top 10

- 2PAC I Ain't Mad At Ya (Death Row/Interscope)
- BONE THUGS ... Days Of Our Livez (EastWest/EEG)
- OO OR DIE Po Pimp (Rap-A-Lot/Noo Trybe)
- JAY-Z w/MARY J. BLIGE Can't Knock ... (Roc-A-Fella/Priority)
- WESTSIDE CONNECTION Bow Down (Lench Mob/Priority)
- A TRIBE CALLED QUEST Stressed Out (Jive)
- ROOTS Concerto Of The Desperado (Geffen)
- OUTKAST Elevators (LaFace/Arista)
- E-40 Rappers' Ball (Sic Wid/Interscope)
- GROUP THERAPY East Coast West Coast ... (Interscope)

Information for week ending October 11.

TELEVISION

TOP TEN SHOWS SEPTEMBER 30-OCTOBER 6

Total Audience
(95.9 million households)

- 1 ER
- 2 Seinfeld
- 3 Monday Night Football (Cowboys vs. Eagles)
- 4 Suddenly Susan
- 5 Home Improvement
- 6 Friends
- 7 Spin City
- 8 The Single Guy
- 9 CMA Awards
- 10 Murphy Brown (tie) Walker, Texas Ranger (tie) The X-Files

Teens 12-17

- 1 Home Improvement
- 2 Friends
- 3 Clueless
- 4 Seinfeld
- 5 Lois & Clark (tie) The Single Guy (tie) Sabrina, The Teenage Witch
- 9 ER (tie) Suddenly Susan

Source: Nielsen Media Research

COMING NEXT WEEK

All show times are ET/PT unless otherwise noted; subtract one hour for CT. Check listings for showings in the Mountain time zone. All listings subject to change.

Friday, 10/11

- Ricky Van Shelton, "Prime Time Country" (TNN, 9pm ET/6pm PT).
- Adam Sandler, "The Tonight Show With Jay Leno."
- Shawn Colvin, "Late Show With David Letterman."
- Los Lobos, "Late Night With Conan O'Brien."

• Sheryl Crow and Holly Palmer, "ABC In Concert" (check local listings).

Saturday, 10/12

• VH1 premieres "The RuPaul Show," a weekly, 30-minute talk show (11pm).

Monday, 10/14

• The Disney Channel debuts the hourlong "Art Garfunkel ... Across America" concert, taped on Ellis Island (9:30pm).



• LeAnn Rimes, "Prime Time Country."

Tuesday, 10/15

• James Bonamy and Ty Herndon, "Prime Time Country."

Wednesday, 10/16



• "MTV Unplugged Presents Oasis" premieres as an hour-long special, with a radio simulcast available via the MTV Radio Network (9pm).
• Rhett Akins and Exile, "Prime Time Country."

FILMS

WEEKEND BOX OFFICE OCTOBER 4-6

- 1 The First Wives Club (Paramount) \$11.01
- 2 The Glimmer Man (WB)* \$7.60
- 3 That Thing You Do! (Fox)* \$6.20
- 4 D3: The Mighty Ducks (Buena Vista)* \$6.17
- 5 Extreme Measures (Columbia) \$4.05
- 6 2 Days In The Valley (MGM/UA) \$2.28
- 7 Last Man Standing (New Line) \$2.04
- 8 Fly Away Home (Columbia) \$2.01
- 9 Independence Day (Fox) \$1.48
- 10 Big Night (Goldwyn) \$1.19

All figures in millions
* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS:
This week's openers include "The Ghost And The Darkness," starring Michael Douglas and Val Kilmer. The film's Hollywood soundtrack showcases five songs by the World-beaters, including two featuring Nusrat Fateh Ali Khan: "Hamara Heath (Our Hands Unite)" and "Dueling Chants, Part I: Jungal Bahar."

CYBERSPACE

Hot new music-related World Wide Web sites, cool cyberchats, and other points of interest along the information superhighway.

'Net Chats

- Rapper Shyheim, Monday (10/14) at 7:30pm ET/4:30pm PT, Prodigy (jump: CHAT).
- Former Little Texas member Brady Seals, Monday at 9:30pm ET/6:30pm PT, America Online (keyword: WARNER).
- The Monkees' Davy Jones, Tuesday (10/15) at 9pm ET/6pm PT, Prodigy (jump: CHAT).
- Actress/singer Jasmine Guy, Wednesday (10/16) at 10pm ET/7pm PT, Prodigy (jump: CHAT).
- Martina McBride, Thursday (10/17) at 10pm ET/7pm PT, America Online (keyword: LIVE).

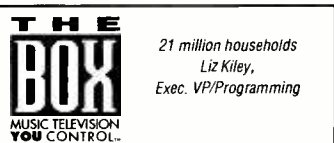
On The Web

Low-tech meets high-tech: It's Jewel unplugged, live from Houston's Art Institute, over the Internet Friday (10/11) at 6pm ET/3pm PT (<http://www.audionet.com>).

Check out Beck live from the Santa Monica (CA) Civic Auditorium late Friday night (10/11) at 1am ET/10pm PT (<http://rocktropolis.com> or <http://www.lalive.com>).

Guitarist Slash chats Wednesday at 5pm ET/2pm PT on the Ticketmaster web site (<http://www.ticketmaster.com>).

Catch a Goodie Mob performance Wednesday at 10:30pm ET/7:30pm PT (<http://LiveConcerts.com>).



21 million households
Liz Kiley,
Exec. VP/Programming

National Top 20

- 2PAC I Ain't Mad At Cha (Death Row/Interscope)
- BONE THUGS-N-... Days Of Our Livez (EastWest/EEG)
- WESTSIDE CONNECTION Bow Down (Priority)
- RZA I/METHOO MAN ... Wu-Wear (Big Beat/Atlantic)
- CRUCIAL CONFLICT Ride The Rodeo (Pallas/Universal)
- SIR MIX-A-LOT Jump On It (American/Reprise)
- 2PAC How Do You Want It (Death Row/Interscope)
- DO OR DIE Do You Wanna Ride (Rap-A-Lot/Noo Trybe)
- HEALTH SKELTAH Therapy (Priority)
- MC REN Keep It Real (Ruthless/Relativity)
- E-40 Rappers' Ball (Sick Wid/Interscope)
- MR. ILL Can You Swing It (Cellblock)
- LOST BOYZ Music Makes ... (Remix) (Universal)
- O.G.C. No Fear (Priority)
- ABOVE THE LAW City Of Angels (Tommy Boy)
- HOUSE OF PAIN Fed Up (Tommy Boy)
- TOO SHORT Never Talk Down (Jive)
- PASSION Where I'm From (MCA)
- CYPRESS HILL Boom Biddy Bye Bye (Columbia)
- DE LA SOUL ITZSOWEEZEE (Tommy Boy)

Most requested for week ending October 3.



Pos.	Artist	Avg. Gross (in 000s)
1	GARTH BROOKS	\$840.7
2	"LOLLAPALOOZA '96"	\$795.7
3	NEIL DIAMOND	\$794.0
4	KISS	\$665.7
5	GLORIA ESTEFAN	\$486.4
6	"H.O.R.D.E. FESTIVAL"	\$467.5
7	HOOTIE & THE BLOWFISH	\$396.9
8	ALANIS MORISSETTE	\$389.6
9	STING	\$384.9
10	DAVE MATTHEWS BAND	\$345.7
11	REBA MCENTIRE	\$342.2
12	STEELY DAN	\$331.7
13	JAMES TAYLOR	\$310.5
14	"FURTHER FESTIVAL"	\$286.7
15	GIPSY KINGS	\$269.8

Among this week's new tours:
BIG HEAD TODD & THE MONSTERS
BLUES TRAVELER
BRIAN SETZER ORCHESTRA
KORN
LOCAL H/ORANGE 9MM
PANTERA
TOOL

The CONCERT PULSE is courtesy of Pollstar, a publication of Promoters' On-Line Listings. (800) 344-7383; California (209) 271-7900.



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Streit

Continued from Page 3

ent. This promotion and new title reflect his expanded role as a group-wide programming resource for current and future Evergreen ACs."

Streit added, "Evergreen Media's fast, fun, big, entrepreneurial, successful, and supportive. It's the kind of company we all dreamed of working for when we first got into radio."

Before going to Washington, Streit programmed **WMGF/Orlando**.

Herring

Continued from Page 3

bel. We're like a Lear jet in a land of 747s; I'm proud to be Eddie Mascolo's co-pilot. With our artists and their music, the sky's the limit."

Herring joined the label in August '95 after eight years with **Mercury/Nashville**. Prior to that, he was MD at **WWW-FM/Detroit**.

Virgin

Continued from Page 3

ented artists as [former VP/Promotion] **Jeffrey Naumann's** partner in the rock world."

Moinet first joined Virgin in 1987 as Atlanta Regional Marketing Representative for Virgin/Charisma. Three years later, he became National Director/Pop Promotion. Moinet's resume includes a 10-year tenure at **A&M Records**, where he last held the VP/Promotion post.



Douglas

Hood began her career with the *Hard Report* and *FMQB* tipsheets. She joined Virgin in 1990 as Director/Alternative Promotion for Virgin/Charisma and assumed her most recent post four years later.

Following a stint as PD of **KATF-FM/Oklahoma City** — where his music career began seven years earlier as an on-air personality — Douglas joined Virgin as Dallas Regional Marketing Representative for Virgin/Charisma Records in 1990. He rose to his most recent post in 1993.

Ratings

Continued from Page 1

In Los Angeles, Spanish-language **KTNQ-AM** moved up a full share, powered by a supercharged morning show that went 2.0-3.2. The station is programming a generous amount of what it calls "sex and sports" talk throughout the day. Elsewhere in the market, Urban **KKBT** is tied with CHR/Rhythmic **KPWR** for second place behind first-place Spanish **KLVE**. **Pepe Barreto** on **KLVE** leads in mornings.

In Chicago, all of the market's top ethnic-leaning stations moved up in varying degrees, while Hot AC **WTMX** scored its best numbers in its current incarnation. And the addition of **Steve Dahl** to the **WCKG** lineup did well for the station.

Nassau-Suffolk

	Sp '96	Su '96
WKTU-FM (CHR/Rhy)	7.4	7.0
WALK-FM (AC)	6.7	6.2
WCBS-FM (Oldies)	4.0	4.6
WOR-AM (Talk)	4.3	4.4
WCBS-AM (News)	4.3	4.0
WXRK-FM (Alternative)	3.5	3.9
WFAN-AM (Sports)	3.6	3.8
WABC-AM (Talk)	3.6	3.7
WHTZ-FM (CHR/Pop)	3.4	3.6
WBLI-FM (Hot AC)	3.3	3.3
WBAB/WHFM (Rock)	3.3	3.2
WKJY-FM (AC)	2.4	2.8
WPLJ-FM (Hot AC)	4.1	2.8
WHLI-AM (Nostalgia)	2.7	2.7
WQHT-FM (CHR/Rhy)	3.1	2.7
WBZO-FM (Oldies)	3.0	2.6
WAXQ-FM (Rock)	2.2	2.4
WLTW-FM (AC)	3.0	2.4
WINS-AM (News)	2.2	2.2
WBSL-FM (Urban/AC)	1.0	2.0
WQCD-FM (NAC)	2.6	2.0
WQXR-FM (Classical)	1.7	2.0
WMJC-FM (Country)*	1.3	1.8
WMXV-FM (Hot AC)	1.5	1.8
WNEW-FM (Rock)	1.6	1.8
WQEW-AM (Nostalgia)	1.2	1.4
WRKS-FM (Urban/AC)	1.4	1.4
WLIR/WLRI (Alter)**	1.1	1.3
WLUX-AM (Nostalgia)	.9	1.3
WRCN-FM (Rock)	1.1	1.1

*Was simulcasting **WRCN-FM** (Rock) until May.

****WLIR-FM** was **WDRE-FM** until July.

New York

	Sp '96	Su '96
WKTU-FM (CHR/Rhy)	6.7	6.8
WQHT-FM (CHR/Rhy)	5.8	6.3
WCBS-FM (Oldies)	5.0	4.9
WLTW-FM (AC)	5.1	4.5
WSKQ-FM (Spanish)	3.6	4.2
WRKS-FM (Urban/AC)	4.7	4.0
WINS-AM (News)	3.6	3.7
WOR-AM (Talk)	3.8	3.4
WXRK-FM (Alternative)	3.0	3.4
WABC-AM (Talk)	3.4	3.3
WBSL-FM (Urban/AC)	2.9	3.2
WCBS-AM (News)	3.1	3.2
WPAT-FM (Spanish)	2.8	3.2
WQCD-FM (NAC)	2.9	3.0
WPLJ-FM (Hot AC)	3.4	2.9
WFAN-AM (Sports)	2.3	2.7
WHTZ-FM (CHR/Pop)	2.8	2.7
WMXV-FM (Hot AC)	2.4	2.4
WQEW-AM (Nostalgia)	1.9	2.1
WQXR-FM (Classical)	2.8	2.1
WAXQ-FM (Cl. Rock)*	1.7	2.0
WNEW-FM (Rock)	1.9	1.7
WADO-AM (Spanish)	1.9	1.6
WLIB-AM (News/Talk)	1.0	1.1
WALK-FM (AC)	1.1	1.0

*Was Rock-formatted until July 1.

Los Angeles

	Sp '96	Su '96
KLVE-FM (Spanish)	7.2	7.1
KKBT-FM (Urban)	5.0	5.0
KPWR-FM (CHR/Rhy)	5.4	5.0
KFI-AM (Talk)	4.0	4.0
KRTH-FM (Oldies)	3.8	3.8
KTWV-FM (NAC)	3.5	3.5
KIIS-A/F (CHR/Pop)	3.6	3.4
KLAX-FM (Spanish)	3.3	3.4
KABC-AM (Talk)	3.1	3.3
KOST-FM (AC)	3.2	3.2
KROQ-FM (Alternative)	3.3	3.1
KBIG-FM (Hot AC)	3.0	2.9
KTNQ-AM (Spanish)	1.8	2.8
KYSR-FM (Hot AC)	2.9	2.6
KLOS-FM (Rock)	2.7	2.5
KLAC-AM (Nostalgia)	2.7	2.4
KCBS-FM (Cl. Hits)	2.4	2.3
KBUE-FM (Spanish)	1.6	2.2
KNX-AM (News)	2.1	2.1
KZLA-FM (Country)	2.0	2.1
KFWB-AM (News)	2.2	1.9
KLSX-FM (Talk/Alt)	2.1	1.7
KIBB-FM (Hot AC)*	1.6	1.6
KKHJ-AM (Hot AC)	1.4	1.6
KWKW-AM (Spanish)	1.2	1.6
KKGO-FM (Classical)	1.7	1.5
KJLH-FM (Urban/AC)	1.1	1.3
KLYY-FM (Alter)**	1.1	1.3
KRLA-AM (Urban/AC)	1.4	1.2
KSCA-FM (Adult Alt)	1.4	1.2
KACE-FM (Urban/O)	1.0	1.1

*Was **KXEZ-FM** (AC) until August 30

Was **KMAX-FM (Sports) until April

Chicago

	Sp '96	Su '96
WGN-AM (Full Serv)	6.1	6.8
WGCI-FM (Urban)	5.8	6.3
WBBM-FM (CHR/Rhy)	3.9	4.4
WVAZ-FM (Urban/AC)	4.2	4.3
WJMK-FM (Oldies)	4.1	4.2
WLS-AM (Talk)	3.7	4.1
WLIT-FM (AC)	4.8	4.0
WBBM-AM (News)	3.6	3.6
WKQX-FM (Alternative)	3.4	3.5
WRCX-FM (Rock)	3.4	3.4
WNUA-FM (NAC)	3.4	3.3
WTMX-FM (Hot AC)	2.7	3.0
WUSN-FM (Country)	3.6	3.0
WCKG-FM (Cl. Rock)	2.1	2.8
WOJO-FM (Spanish)	3.1	2.8
WXRT-FM (Adult Alt)	2.8	2.8
WPNT-FM (Hot AC)	2.2	2.6
WEJM-A/F (Urban)	1.9	2.3
WLUP-FM (Talk)*	2.6	2.2
WMAQ-AM (News)	2.9	2.1
WSCR-AM (Sports)	1.6	2.1
WAIT-AM (Nostalgia)	2.1	2.0
WYSY-FM (Oldies)	1.7	1.8
WNIB-FM (Classical)	1.7	1.4
WGCI-AM (Urban/O)	1.4	1.3
WKXX-FM (Country)	1.3	1.3
WFMT-FM (Classical)	1.1	1.2
WJJD-AM (Talk)	1.0	1.0
WVON-AM (Urban/O)	1.0	1.0

*Switched to Adult Alternative on September 30.

Format Legend

AC-Adult Contemporary, Adult Alt-Adult Alternative, Alternative-Alternative, B/EZ-Beautiful/Easy Listening, CHR/Pop-Contemporary Hit Radio/Pop, CHR/Rhy-Contemporary Hit Radio/Rhythmic, Cl. Hits-Classical Hits, Classical-Classical, Cl. Rock-Classical Rock, Country-Country, Full Serv-Full Service, Hot AC-Hot AC, Misc-Miscellaneous, MOR - Middle of the Road, NAC-New AC, News-News, Nostalgia-Nostalgia, News/Talk-News/Talk, Oldies-Oldies, Religious-Religious, Rock-Rock, Spanish-Spanish, Sports-Sports, Talk-Talk, Urban/AC-Urban Adult Contemporary, Urban-Urban Contemporary, Urban/O-Urban Oldies.

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The latest information for better health and fitness from the editors at American Health magazine. (:90)



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Auto expert Bobby Likis answers questions about car problems and gives consumer information on this listener call-in show. (2hrs)



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STREET TALK®

Major Group Deals On The Horizon?

With the NAB Convention going hot 'n' heavy right now, you'd better believe there are more than a few group deals being negotiated. For starters, look for **Jacor** to announce it has acquired **Regent Broadcasting** sometime soon, and rumor has it that **SFX** is looking to acquire **Secret Communications**. Look for any late-breaking announcements on **R&R ONLINE's** Daily News site at <http://www.rronline.com>
Meanwhile ... **Gene Autry's Golden West Broadcasters** Adult Alternative **KSCA/L.A.** is also rumored to be on the block. ST hears that potential bidders are being asked to submit their bids — without an asking price attached. Market observers estimate the station's value at between \$70 million and \$100 million. **Jim Duncan** estimated KSCA's 1995 gross revenue at \$4.2 million.

And ... ST hears that L.A.-based **EI Dorado Communications** is for sale. The company owns **KRTO-FM/L.A.**, **WXTJ-FM & KQK-FM/Houston**, and **WSUA-AM/Miami** and has LMAs with stations in L.A., Dallas, and Houston. **Spanish Broadcasting System** and **Hefel Broadcasting** are already rumored to be suitors.

Jefferson-Pilot Communications purchased **CHR/Rhythmic KQKS/Denver** from **Western Cities Broadcasting** for \$15 million on Friday (10/4). The deal will give Jefferson-Pilot five Denver stations, as it already owns **KKFN-AM**, **KYGO-AM & FM**, and **KHHT-FM**.

KQKS will be managed by **Bob Call**, Sr. VP/GM for Jefferson-Pilot's Denver properties; **CHR/Pop KHHT PD Dan Bowen** and **MD Lee Cagle** will take on similar duties at KQKS. KQKS PD **Cindy Rose** exits.

Hot AC **WMXB/Richmond** welcomes new PD **Barry McKay**, coming from the APD post at **KHMX/Houston**.

Rumors

- Will **WORK Records** Southeast Regional Promo domo **Michelle Block** return to the streets of NYC?
- Is **WXLK/Roanoke, VA PD Sammy Simpson** close to becoming Mktg. Dir. at **WWZZ/Washington**?

Westinghouse announced the extension of its rep deal with the **Interep Radio Store**, effective January 1, 1997. Interep will continue to rep 16 of the former **Group W** stations under the **Group W Radio Sales** banner.

All Apologies

The Sheriff's Department in Polk County, FL took back its statement that it believed a **WTKS-FM/Orlando** broadcast was the impetus for the October 2 murder of a prison inmate.

On September 25, **WTKS** evening hosts **Bo Rhodes & Russ Rollins** aired a show dedicated to the memory of **Ursula Sunshine Assaid**, a 5-year-old girl tortured to death by **Donald McDougall** in 1982. McDougall — who'd recently been released from protective custody for that crime — was clubbed to death a week later by another inmate, **Arba Earl Barr**, while 200 other inmates watched.

Witnesses told police the **WTKS** broadcast spurred Barr's actions. Wire reports said local detectives threatened to subpoena a copy of the broadcast, but **WTKS Prez/GM Jenny Sue Rhoades** told ST that no one on the police force had asked for a tape, adding the Orlando radio community was "infuriated" by the accusations.

WJLB-FM & WMXD-FM/Detroit Prez/GM **Verna Green** e-mailed ST to dispute last week's item about "talent raids" being conducted on **WJLB's** airstaff by crosstown newcomer **WCHB**.

Green noted that the *Detroit Free Press* carried the same item, which she said was written by the same reporter that erroneously reported on the "sale" of crosstown **WJR** (ST 10/4). Green pointed out that the so-called "raided" talent had already been discharged by **WJLB** and were hired after their discharge, so calling it a talent raid is misleading, to say the least.

Isn't It Ironic?

Longtime **KLUC/Las Vegas** PD **Jerry Dean** — spotlighted in this issue's CHR column on consolidation (see Page 60) — exited last week.

Continued on Page 48

(advertisement)

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WKRR, Greensboro, NC
WIZB Dothan, AL
WJAD Albany, GA
WKLC Charleston/Huntington, WV
WSFL Greenville/New Bern, NC
WVRK Columbus, GA
WZZQ Terre Haute, IN

KPEZ Austin, TX
WGFX Nashville, TN
WROQ Greenville/Spartanburg, SC
WRKH Mobile, AL/Pensacola, FL
WIMZ Knoxville, TN
WWSK Myrtle Beach, SC
WFBY Morgantown/Fairmont, WV
WMTD Beckly, WV
WTAK Huntsville, AL
WXFX Montgomery, AL
WRDU Raleigh, NC

WRFX Charlotte, NC
WHTQ Orlando, FL
WQUT Johnson City, TN
WROV Roanoke, VA
WIXV Savannah, GA
WJMX Florence, SC
WMFX Columbia, SC
WQBZ Macon, GA
WRQR Wilmington, NC
WYBB Charleston, SC
WRZZ Parkersburg, WV

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Rumbles

- Now that **WAKX/Grand Rapids PD Jay Towers** has tendered his resignation, will he be joining new CHR/Rhythmic **WDRQ/Detroit** for MD/nights real soon?

- **WBBM-FM/Chicago** switches slogans from "Chicago's Party Station" to "Chicago's Dance Beat."

- CHR/Rhythmic **WSGF/Savannah, GA PD Eric Stevens** exits.

- **WLIN/Jackson, MS** welcomes new PD **Dick O'Neil**, formerly PD at **WTNY/Watertown, NY**.

- **WSKS/Utica, NY** welcomes new PD/afternoon driver **Bill Catcher**, formerly swing at **WFBC/Greenville**. He replaces **Becky Meyers**. Meanwhile, former **WHEN/Syracuse** midday maven **Diane Chase** takes the **WSKS APD/MD/midday** duties, replacing **Steve Lawrence**; ex-**WOWC/Birmingham** morning driver **Scott McKay** joins **WSKS** for wake-ups, and **Steve Kelly** becomes the new **WSKS** nighttimer.

- **WYSS/Sault Sainte Marie, MN** welcomes new PD **Mark Anderson**, coming from middays at **WKFR/Kalamazoo, MI**.

- **WNOE-FM/New Orleans** interim PD/morning dude **Eddie Edwards** becomes acting PD.

- Former **WYAK-FM/Myrtle Beach, SC PD Dave Priest** becomes OM/PD at crosstown Country-HotAC combo **WGTR-FM & WWSK-FM**. Meanwhile, **Marv Clark** returns to mornings at **WGTR-FM** after a nine-month hiatus from radio.

- **WGLD-FM/Indy** flips to satellite-delivered NAC and crosstown **WTLC-AM** drops Gospel to pick up **WGLD's** satellite Urban Oldies format. The moves follow the collapse of **WTLC-AM & FM** owner **Panache's** announced \$4 million purchase of **WGLD** from **Weiss Communications**. According to local press reports, **Panache** decided not to close the deal because of low ratings, while **Weiss** claims **Panache** failed to honor a closing-related contract stipulation.

- **KIKF-FM & KYKF-FM/Anahelm-San Fernando, CA** morning sidekick **Frank Cisco** has been upped to Asst. OD.

- Former **WBMX/Boston MD Tim Richards** becomes **KRQQ/Tucson PD**; **Mark Todd** exits. Also joining **KRQQ** from Beantown is former **WJMN** morning show producer **Jeff Dollar**.

- **KDON/Monterey MD Jennifer Wilde** is upped to PD in the wake of **Michael Newman's** exit to program **KDBX/Portland**.

- **WRQC/Fayetteville, NC PD/mornings Max Wulf** exits for **WKAZ/Charleston, WV**. **GM Howard Johnson** takes over the PD responsibilities until a replacement is named.

- Former **KRAD/Corpus Christi, TX PD Jay Gleason** lands the MD/midday slot at new Rock outlet **WFNQ/Greenville, SC**.

- **WLUM/Milwaukee** welcomes new Production Dir. **Rick Ehlert**, who comes over from crosstown **WLZR**.

- **KBPI/Denver** welcomes ex-**WXRK/NY** night slammer the **Whipping Boy** to afternoon drive. Meanwhile back at **WXRK**, **Booker Madison** is handling nights.

- **KZII/Lubbock, TX** — which was recently sold to **Gulfstar Communications** — begins an immediate LMA with **Gulfstar**.

- Despite what you read here last week — that **WFLZ/Tampa** and **Jacor** syndicated nighttimer **Bubba The Love Sponge** added **WZYP/Huntsville, AL** as an affiliate — the truth is that **WZYP** night slammer **Kramer** was hired to work on **Bubba The Love Sponge's** show.

Continued from Page 46

Talk veteran **Erik Braverman** joins **KABC & KMPC/L.A.** as Exec. Producer. Braverman — who was producer of the **Tom Leykis** program before being promoted to the company's Dir./Talk Programming — will oversee program content on the stations and will report to Ops. Dir. **Dave Cooke**.

Jacor Communications' month-old **Total Traffic** filed suit against **Metro Networks** on Tuesday (10/8) seeking \$2.5 million in damages for allegedly stealing back Operations Dir. **James Basile**, who'd signed a contract with **Jacor**.

And in another suit filed the same day, **Jacor** asked the **Fulton County Superior Court** to set aside **Metro's** 60-day non-compete clause with helicopter traffic reporter **Keith Kalland**, whose **Metro** contract expires December 31. **Kalland's** new contract with **Jacor** is set to begin January 1, 1997.

Those previously rumored **Atlantic** pinkslips became official this week, with **Lava/Atlantic Sr. VP/Promo Val DeLong**, **Lava/Atlantic Nat'l Promo Dir. Steve Klein**, **TAG/Atlantic Nat'l Promo Dir. Damon Grossman**, and **Atlantic Nat'l Alternative Promo Dir. Tod Elmore** among the notable names exiting.

KIIS & The Subtitles

This week **KIIS/L.A.** debuted what **ST** believes to be the first TV spot for a U.S. radio station to feature English subtitles. (The audio is in Spanish.) The spot promotes the station's "Win a BMW Roadster Every Thursday" contest.

Island Prez/CEO John Barbis has taken a leave of absence from the post he's held since 1994, leaving the day-to-day managerial duties to **Island** founder/Chairman **Chris Blackwell** until a new president is found. **Barbis** is expected to return to **Island** parent company **PolyGram** in a different capacity.

A four-hour satellite uplink outage silenced four of **Westwood One's** 24-hour formats on October 1, beginning around noon PDT. The other four formats that originate from **WW1's** Valencia, CA studios were not affected and neither was the firm's **CNN** feed. **WW1** told **ST** that most affiliates ran backup tapes during the blackout, which ended after about four hours.

Continued on Page 50

THE JUDY JARVIS SHOW

"Talk Radio's Independent-Minded Broad"

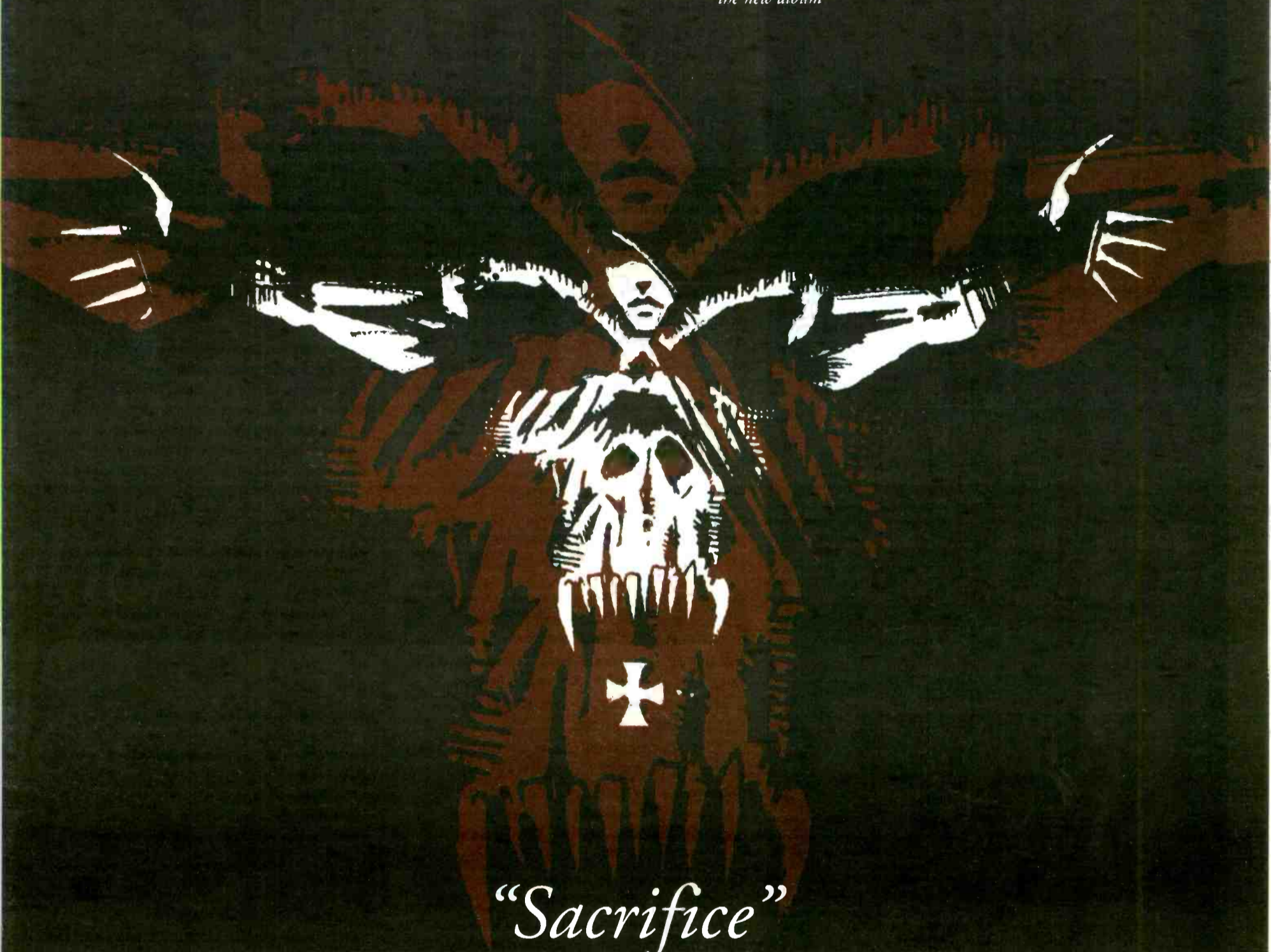
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STREET TALK®

Continued from Page 48

KYSR/L.A. links with John Armstrong's SpotMagic firm to carry SpotMagic's new Interactive Dynamic Virtual Media (IDV) on its subcarrier. SpotMagic Prez/founder Armstrong tells ST that IDV will enable listeners to 'watch' radio from their personal computers.

For example, a KYSR producer now will have the ability to react to the on-air announcer's comments by immediately "throwing" visual elements onto the screens of individual receivers — in much the same way that a producer works with sound effects today.

Condolences to the friends and family of Gene Taylor, who joined WLS-AM/Chicago as one of its first Top 40 DJs in 1960 and worked his way up to PD and eventually GM there. Taylor died of emphysema last week in San Clemente, CA at age 68. His last radio job was as News Ops. Dir. of KKAR-AM/Omaha.

Thanks to TAG/Atlantic recording artists Fountains Of Wayne and Re-Think recording artist Sarah Masen, who wowed the crowd with their performances at the world-famous Club R&R on Thursday (10/3).

Topical Humor

When WPLY/Philly morning driver Barsky asked listeners what *would* they do to win a pair of tickets to the recent Eagles-Cowboys game, the answer landed the station in the local news.

Here's why: Barsky set up a remote in a parking lot next to a very busy highway. The passengers in a passing school bus packed with kindergarten students — and a preacher's wife — proceeded to call the police, saying they saw two topless women at the remote.

The two women — who didn't know each other — won the coveted ducats when one (nude from the waist up) allowed the other

Records

• Former Priority Dir./Alternative Promo Michelle St. Clair segues to similar duties at Red Ant, starting November 11.

• Tommy Boy inked a joint-venture deal to manufacture, distribute, market, and promote select releases from Classified, which will supplement Tommy Boy's dance-music A&R, marketing, and promo efforts.

RADIO & RECORDS



1

- Mo Ostin, Lenny Waronker, and Michael Ostin officially join DreamWorks SKG Music.
- Sam Weaver elevated to KPRT & KPXS/KC Ops Dir.
- Phil Manning named WNRQ/Pittsburgh PD.
- Ric "Rocco" Bennett becomes WENZ/Cleveland PD.
- John Cannelli appointed Rocket Records President.

5

- Adam Ritholz promoted to Chrysalis Records Sr. VP/Business Affairs & A&R Ops.
- Scotti Bros. Records sets Kim Travis as VP/Promo and Steve Lake as Sr. Dir./Nat'l Promo.
- Diane Kruthaupt named WSIX/Nashville VP/GM.
- Torey Turner elevated to WIZF/Cincy PD.
- Jay Beau Jones appointed WKSS/Hartford PD.

10

- David Noll becomes KRXY-AM & FM/Denver GM.
- Jim Smith named KWSS/San Jose GM.
- WNSR/NY elevates Bob Dunphy to VP/Programming and Mike Valentino to VP/Sales.
- Dave Allan appointed WZZR/Richmond PD.

15

- Billy Bass joins Motown Records as VP/Pop Promo.
- Walt Williams becomes WSB-AM/Atlanta Dir./Program Ops.
- Charlie Marcus appointed WNOE-FM/New Orleans PD.
- Don Davis named WWDC-FM/Washington PD.

20

- Jim Davis named KLIF/Dallas PD.
- Chuck Roberts appointed WDGY/Minneapolis PD.
- Jeff Baker becomes KSLQ/St. Louis PD.
- Rick Dees joins WHBQ/Memphis as morning man.
- (Robert) Murphy In The Morning joins WAYS/Charlotte.

(who was clothed) to lick pudding from her chest. Both these women as well as another woman (who painted some anti-Cowboys profanity on her topless chest and ran around the entire parking lot) were arrested.

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Oldies Radio In A 'Multiopoly' World

by E. Alvin Davis

Consolidation represents a major paradigm shift for the radio industry. It's not just business as usual — it's business as "unusual."

It's predicted radio will go from thousands of owners nationally to a few dozen or less. Virtually every Oldies station will be sold. Oldies stations in 22 of the country's top 30 markets already have new owners. Eventually the rest will follow suit.

Oldies Fans Loyal

One characteristic of Oldies is especially appealing in this age of consolidation. Oldies is a unique body of musical taste. Oldies partisans don't spend much time with other music stations. They love Oldies, and that's about as far as their musical tastes go. Because of this, Oldies offers a great strategic fit and provides owners a format they can grow without cannibalizing audiences from other stations in their market cluster.

The three biggest questions about Oldies:

• "Will the format burn out?" We've probably been exposed to more research on this format than

ineffective. However, our expectation is that a 35-plus demo will likely become the next dominant demo. The bulk of the population is in this age group. These people have always been the most in demand.

You may remember when 18-34 was the big demo, then 18-49, then 25-54. Each demo shift targeted the same group of people at different points in their life. There are fewer younger people, and they have limited economic power. Isn't it unlikely that advertisers will ignore more people with more money to concentrate on fewer people with less money? McDonald's, Levis, and other major advertisers are beginning to target a 40+ demo.

• "Is Oldies just a niche format?" The answer is "yes," Oldies is a niche format. In fact, we don't know a radio format that isn't a niche format. There are no mass-appeal formats anymore. There is a misconception that niche means small. It doesn't. It means targeted. Niche



Oldies offers a great strategic fit and provides owners a format they can grow without cannibalizing audience from other stations in their market cluster.



launch — and continue to perform well book after book.

Oldies is capable of delivering strong ratings performance. In fact, Oldies does better than many formats the industry may perceive as being stronger. According to an **Interop** analysis of the Spring '96 Arbitron, Oldies averaged a 5.1 in the 92 continuously measured markets. Alternative had a 4.4, Hot AC 2.9, Classic Rock 2.8, NAC 2.6, and Adult Alternative 1.2. And for the top 30 markets, 23 Oldies stations are top five 25-54.

And as good as the numbers are, they could even be better. Keep in mind Oldies hasn't had the resources afforded other formats. Most Oldies stations, especially below the top 30 markets, haven't committed the financial resources to become market leaders. Most Oldies stations have been operated on a shoestring. Many Oldies stations have weak signals and operate at a technical disadvantage.

One of Oldies major challenges may be a lack of expertise in the format. Only a few Oldies PDs have extensive format experience. The majority of FM Oldies stations are under seven years old — and most PDs haven't been in the format very long. In fact, major market Oldies stations often hire PDs with no format experience because they can't find experienced PDs.

In the last three years there have been nine new large-market PDs hired who've never programmed, or even worked, Oldies before. This virtually never happens in other established formats below the top 30 markets. It's rare to find a PD with Oldies experience. Only a small number of PDs have extensive format experience. Fewer still have a successful track record of ratings success. In addition, many Oldies PDs are younger than the target and don't know the music or understand the values and lifestyle of the audience.

Tremendous Opportunities

Unfortunately, many Oldies stations suffer all of these ills. They lack

Goodies About Oldies

Did you know:

- Two of the five highest-billing FM stations are Oldies — **WCBS/NY** and **KRTH/L.A.**
- The format has a strong power ratio
- Oldies carries high potential for non-traditional revenue and value-added promotion
- It's a strategic consolidation fit because it won't cannibalize other format audiences — listeners are loyal

financial resources, have marginal signals, and lack Oldies programming expertise. Oldies is capable of delivering strong revenue performance. Oldies has one of the industry's strongest power ratios. In fact, two of the five highest-billing FM stations are WCBS and KRTH. In addition, Oldies stations can typically succeed with somewhat higher commercial loads than other formats. They also have tremendous opportunities for non-traditional revenue and value-added promotion.

If you're looking at Oldies in your market you may want to consider these three points:

• Current ratings may not be an accurate indicator of the format's market potential. As previously discussed, most Oldies stations are underdeveloped. This isn't just our opinion, qualitative research consistently shows a much bigger appetite for the format than most Oldies stations deliver. As Oldies stations do a better job understanding and delivering a product the audience desires, the higher the ratings will be. This should be obvious.

A great example is our client, **Regent's KODJ-FM/Salt Lake City**. In three years, KODJ has moved in the 25-54 demo from 12th with a 3.2 to first with a 9.1, according to the latest Arbitrends. KODJ's numbers have grown because it is now doing a better job giving the audience the kind of Oldies station it wants. Don't believe a large audience for Oldies doesn't exist just because it isn't pulling big numbers now. This may be a faulty assumption.

If your market had an Oldies station but doesn't today, this doesn't mean Oldies can't be successful. In the last several years many Oldies stations changed format as a result of new ownership. Many of these format changes have proven to be bad decisions. Several markets don't have full-market signal FM Oldies stations, including Indianapolis, Memphis, and Dayton. Yet Oldies stations were previously top five 25-54 in each of these markets — and could be again.

A great illustration is **WMYU-FM/Knoxville**. A few years ago WMYU was an Oldies station but changed format. Last year, **Heritage**

Media purchased WMYU and changed the station back to Oldies. In the Spring '96 Arbitron, WMYU had a great book, jumping to third 25-54 with an 11.5. Oldies can be successful in your market, even if it's been tried and abandoned. Of course, if your market has never had an FM Oldies station, this is probably a major format hole waiting to be filled.

• If there's a poorly performing Oldies station in your market, this may present you with an opportunity. Many Oldies stations, even highly rated ones, may be vulnerable to competitive attack. Consider the example of **WXTR/Washington**.

WXTR was one of the oldest stations in the format. Yet this wasn't as important as many people thought. Our client, **Colfax's** cross-town **WBIG**, changed to Oldies and beat WXTR in its first book. Two years later, WXTR changed format. Similar stories happened in San Francisco, Detroit, San Diego, and Phoenix.

Our company has been involved in 10 Oldies battles — nine times as the underdog — and won every time. So this is a subject we know a little something about. Interestingly, many companies think nothing of engaging in head-to-head battles in Alternative, NAC, and other formats that don't deliver as attractive an audience as Oldies.

Don't overlook Oldies just because another station is already in the format. If your market's Oldies station isn't achieving top five 25-54 numbers, there may be a tremendous opportunity to win that market position.

In conclusion, be aware that Oldies is a perfect consolidation partner. It's a proven, successful format that will be even better in the future as savvy owners provide the tools and resources to grow the format even more. When this happens, expect more Oldies success stories and even better numbers in the future.

E. Alvin Davis is President of **E. Alvin Davis & Associates**. He can be reached at (513) 272-2300 or 74777.715 @compuserve.com

Niche formats are really focused formats — and if your format isn't focused today, you're in trouble. Oldies is a niche format. That's one of its great strengths.

anyone, and nothing we've seen suggests a problem with the format. The best illustration of the format's durability may be the continuing success of **WCBS-FM/New York** and **KRTH-FM/Los Angeles**, each with over two decades in the format. If these stations haven't burned the music out after all this time, it's doubtful they ever will.

• "Is this audience getting too old?" This is a valid concern. The population is aging. The first of the Baby Boomers are turning 50. Clearly, if 25-54 continues to be the dominant buying demo, at some point Oldies stations will become

formats are really focused formats — and if your format isn't focused today, you're in trouble. Oldies is a niche format. That's one of its great strengths.

Inaccurate Industry Bias

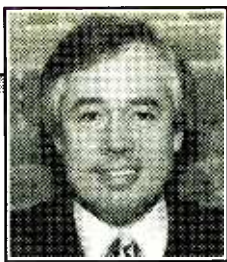
Outside the format, Oldies has always been perceived as less than glamorous. It seems there has always been an industry bias against Oldies, based perhaps on the perception that Oldies makes a big splash and then fades away to mediocre ratings. And while this often happens, it doesn't have to. Done properly, Oldies should have a great

R&R Adds Oldies Spin

R&R is putting a new emphasis on an old format. Beginning in November, a monthly column will be devoted to Oldies radio.

The new column will center on Oldies radio's challenges and success stories, featuring occasional interviews with radio personalities and artists who made history in the '50s

and '60s. The column will be compiled and written by Associate Editor **Calvin Gilbert**, who will continue covering country music artist and industry news in R&R's Nashville bureau. He can be reached at 1106 16th Avenue S., Nashville, TN 37212; phone (615) 244-8822; fax (615) 248-6655.



JOHN MAINELLI

Can A House Divided Stand Each Other?

□ In the wake of consolidation, longtime all-News 'enemies' relate what it's like now that it's all in the family

For over a quarter of a century, radio's all-News franchise was pretty much the exclusive domain of the **Group W** and **CBS**-owned stations. **WINS** and **WCBS** fought it out in New York. **KFWB** and **KNX** did battle in Los Angeles. More recently, Chicago's all-News action was divvied up between **WMAQ** and **WBBM**.

Each company's all-News station had its own distinctive style and staged a traditional rivalry for ratings and news supremacy. Only now, they're owned by the same company, the recently combined **Westinghouse/CBS**. Soon that company will grow even more mammoth when it become **Westinghouse/CBS/Infinity**.

Sometime down the road, I suppose, we might see **Westinghouse/CBS/Infinity/General Motors/AT&T/Time-Warner-Turner**, and they will own every station except for one in Boise. Whatever. The fact of the matter is that consolidation is happening all over the dial. Be careful who you make enemies with because they *will* be your boss some day.

Consolidation is happening to a lesser degree among Talk stations, but that's a subject for a future column. This one hones in on the philosophies of two pairs of longtime all-News "enemies," who now must answer to the same stockholders.

'Super Controller'

In New York, "All News All The Time" 1010 **WINS** is the leading all-News station with a 3.6 share



Scott Herman

12+ and a rank of seventh in the Spring '96 **Arbitron**. **WCBS** is 11th with a 3.1. They've been known to finish ratings periods in a photo finish. Both stations make tons of money. Specifically, a lot.

Scott Herman, General Manager of **WINS**, says the merger hasn't been significant for most people at the station. In New York, the business offices of the four stations (**WNEW-FM** and



It's highly unlikely we'll steal listeners from WCBS because they [the audience] are two kinds of people.
—**Scott Herman**

WCBS-FM being the other two) have been combined under a "super controller," but all other departments remain separate. Herman says there are no plans to move the stations to one building and anyway, "everybody's got leases." There are also no plans to change the way **WINS** competes with **WCBS** via advertising and promotion. His own job, he says, "hasn't changed one bit since the merger."

On the matter of historic competitors now being housed under the same corporate umbrella, Herman says there's a significant difference in the way both all-News stations approach the format. "WCBS has more of a talk, personality-oriented approach; a little friendlier. **WINS** is more straightforward, get-to-the-news, no chatting, no cross-talk." Herman says **WCBS** tends to share audience with the AM Talk stations (**WOR**, **WABC**, **WFAN**, **WLIB**, **WEVD** in order of recent ratings). **WINS**, he adds, shares more with the FM music stations.

Ed McLaughlin, **Rush Limbaugh's** radio syndicator, once told me that "WINS is a utility, like your telephone and electricity. If you had to pay \$10 a month to get it, you probably would." **WINS's** Herman would agree, no doubt. But for now, all you have to give **WINS** is nothing more than "22 minutes" and it'll "give you the world." That's one distinction between the two stations.



News Vs. News Vs. News

Out of curiosity, I taped the New York all-News stations to see how they differ technically. I included the recently revamped **WABC** because the station now calls itself "Newstalk Radio 77" and promotes its new morning format as a competitor to **WINS** and **WCBS**.

	WINS	WCBS	WABC
News*	18 mins	18 mins	7 mins
Story count	23 stories	25 stories (+CBS)	11 stories (+ABC)
Live interviews	None	None	None
Listener calls	None	None	7
Weather*	14 (some brief)	6	4
Traffic	6	6	4
Sports*	2 x 2 mins	2 x 2 1/2 mins	2 x 1 min
Features	None	Charles Osgood	None
Business reports	2 x 1 min	2 x 2 mins	None
Headlines	3 sets	4 sets (2 are brief)	None
Spots (length)	19:00	18:10	18:00
Promos (length)	1:00	:10	2:40
Units (spots)	22	21	21
Units(promos)	2	0 (spot tag)	8
Units (total)	24	21	29

Note: **WINS** and **WCBS** were sampled between 7-8am on Thursday, September 26. **WABC** was monitored at 7-8am on Tuesday, September 17. All times were rounded up or down to the nearest minute.
* not counting headlines

WINS repeats all the top stories and service elements at least once every 22 minutes, 24-7, with no sports teams, no talk shows, not even public affairs programs — nothing but news.

Herman says his station never looked at **WCBS** as a direct competitor, noting "it's highly unlikely we'll steal listeners from 'CBS because they [the audience] are two kinds of people." Herman feels **WINS's** true competition is "the morning TV programs, regional cable news channels, and the increasing number of national cable news channels" like **CNN**, **MSNBC**, and soon **Fox**.

Fighting Tooth And Nail

Dan Griffin is Herman's counterpart and chief "rival" at **WCBS** Newsradio 88. Griffin says the stations are "just as competitive as they always were, perhaps even more so" since the merger. He says both stations continue to operate autonomously and "there are no plans for consolidation other than the business offices." The **WCBS** GM agrees with Herman that "both stations are different in style and presentation. We have **CBS** News on the hour, part of the station's legacy. We

Continued on Next Page

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Can A House Divided Stand Each Other?

Continued from Page 53

make the news stand out a little more."

Griffin notes that WINS has single anchors while "WCBS has a male/female in the morning and afternoon. We do quick, live interviews whereas WINS will not, especially in PM drive." Griffin points out there's a difference in signal coverage as well as



WCBS and WINS are just as competitive as they always were, perhaps even more so since the merger.

—Dan Griffin



programming philosophies. "WINS is much more of a metro station, better in the city than CBS. We're stronger in New Jersey, Long Island, Connecticut, and the suburbs. So we go heavier on traffic than they do. We have to think of relatable news since we're reaching so many different regions. They [WINS] have wonderful tag lines, but we're still positioned as 'Newsradio.'"

Griffin encourages on-air camaraderie on WCBS, something that's seldom heard on WINS. However, he warns the on-air staff that "if you laugh, do it off the weather or sports, but not the news. There must be nothing to compromise the integrity of the news." Griffin says CBS also does more features than WINS, runs news in a 30-minute wheel rather than WINS's 20, and says "we're inclined to do more long-form stories than WINS is, sometimes doing simulcasts with other CBS-owned stations."

I asked Griffin about something

noticeably different that I heard on competitor WINS the weekend before. The afternoon anchor was actually striking up conversations with reporters and sportscasters. Observes Griffin, "They may be loosening up. But their format, as it always has been, is very successful." WINS's Herman says, "We're trying a little chat by not ignoring people brought in to do reports."

Harvey Nagler, News & Program Director at WCBS, remembers Westinghouse/CBS radio division chief Dan Mason saying that WCBS vs. WINS was a lot like CNN vs. CNN Headline News. Nagler feels WCBS "has a more conversational, warmer, friendlier sound than WINS." He concurs with Griffin that the two stations "are more competitive than ever since the merger. We fight tooth and nail for stories and to get them on first." In fact, Nagler says "newsrooms need to compete against each other." He had lunch recently with his company counterpart at WINS, Mark Mason, but says it was merely social. No secrets or resources were shared. "I wished him well, but not too much success. It's a war." Nagler says no one up the ladder has suggested that either station change its strategies for competing against each other.

Sharing News Turf

In Los Angeles, the Westinghouse/CBS all-News outlets have taken consolidation a step or two further than the New York stations. KFWB Exec. Editor Greg Tatum says that not only are the business offices of KFWB and KNX joined, but engineering at both stations is supervised by the same man, Richard Rudman. (As I recall, he used to be Dick Rudman before the merger.)

Likewise, personnel and human resources are combined. Not only

that, sister KTWV ("The Wave") keeps a sales office in the KFWB building on Yucca (the fourth station in the family is KCBS-FM). And a further nod toward synergy and horizontal integration happened when WB recently hired Crys Quimby as News Director. She'd been with CBS's WBBM/Chicago. Likewise, current KFWB GM Roger Nadel once spent time at both KNX and WWJ/Detroit. Tatum says KFWB might end up at CBS's Columbia Square or Television City some day, "but the Yucca lease is good for another two or three years."

Tatum notes that when he has lunch with KNX News Director Bob Sims, it's not just social. "We exchange notes on staffing and contracts. For the O.J. Simpson civil trial, we're sharing a trailer for remote coverage. Why pay for two?" Tatum says Sims "was a little concerned about mutual privacy related to tips and leads," but Tatum thinks they can share some turf with a minimum of bloodshed. Sims says it's highly unlikely the stations will ever share a newsroom, even if they move in together. Tatum says the stations "won't share people, just equipment and facilities as long as one



Greg Tatum

or the other doesn't get a competitive advantage."

Tatum describes KFWB's on-air approach as "more contemporary, an edge, a rock 'n' roll approach while maintaining credibility of the information." He says KFWB "is more colorful, in the tradition of the Top 40 'Color Radio' days when the station was programmed by Chuck Blore."

KNX's Sims says, "We're more



The news appetite doesn't seem to be as strong in L.A. as it is in New York, Philadelphia, and Chicago, where the combined all-News audience often tops a seven share.

—Bob Sims



Bob Sims

personality-oriented. 'WB promotes format and product over its people. They have a faster turnover of stories than we do. We'd like to feel KNX is more listenable long term." Sims says the audiences for both stations "are quite loyal and don't switch back and forth a lot." He estimates sharing at 25%.

Western Psychology

The main battle in L.A., according to both Tatum and Sims, is not so much with each other as it is with all other forms of competition. Sims says the "news appetite doesn't seem to be as strong in L.A. as it is in New York, Philadelphia,

rent civil trial is off-limits to such coverage.

Tatum and Sims tend to agree on the reasons for the low news share phenomenon. Says Tatum, "L.A. is not so news crazy. In the East, weather is a big factor. Also, politics is much grittier in the East and elsewhere. There's a different psychology of the marketplace." For the record, Tatum at no time said Los Angeles is "too laid back."

KNX's Sims says, "All-News is more instructive than entertaining and the people [of L.A.] are apparently not as much in the mood to crave all-the-time information." He says that even when the freeways are clogged, there's no alternative. And "you don't listen to choose your mode of transportation because we don't have much in the way of mass transit. It's your car and a freeway or forget it." Sims also notes that winter school closings also cause ratings action in the East.



KFWB and KNX won't share people, just equipment and facilities as long as one or the other doesn't get a competitive advantage.

—Greg Tatum



To put matters in perspective, I recall New York's WINS shooting to the top spot in the ratings only twice: once during a

winter full of blizzards and again when there was a lengthy transit strike. L.A. doesn't have the former and no one would notice if it had the latter.

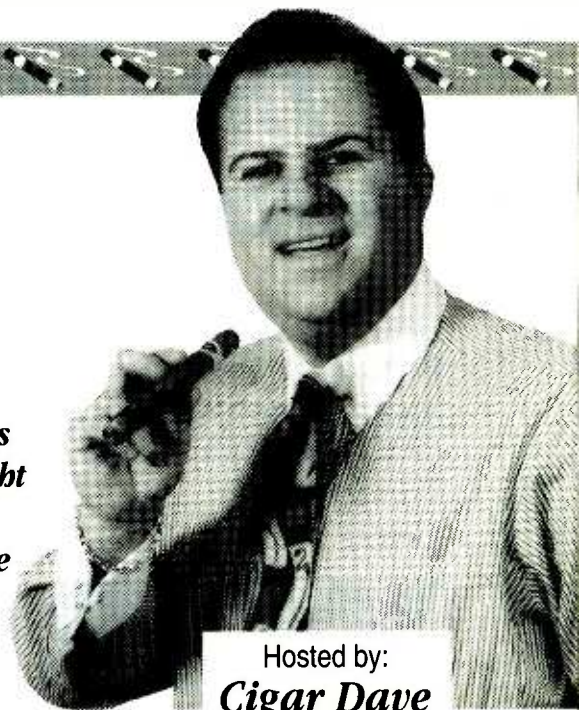
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STEVE WONSIEWICZ

SOUND DECISIONS

Crunch Time: Fourth-Quarter Projections

Labels gear up to maximize results for always-important final quarter sales

Guarded optimism is the reaction of a quartet of label pros when asked about year-end prospects.

Optimistically, executives point to a healthy, low-inflation economy with consumer confidence near record highs. That could spur buyers to spend more during the crucial holiday buying season. Another vital sign is that recent radio consolidation has created more diverse music formats to maximize exposure for artists across numerous genres.

There are potential hurdles, however, especially the often unpredictable and ever-changing retail environment. Additionally, a few highly anticipated releases from superstar acts have been delayed until next year. And album sales at retail have risen year-to-date around 2%, a growth rate below inflation and slower than the overall economy. The end result is anyone's guess. But the consensus points to average results. That said, here are some interesting thoughts about new ways to juice sales.

Fourth-Quarter Stretch

"People could be more willing to stretch their spending a little bit in the fourth quarter," says A&M Sr. VP/Promotion **Rick Stone**. "I know I'm going to sound like an economist, but I'm bullish for a lot of general reasons that have more to do with the overall state of the country than with the business itself. We're in an election year where for the first time in a long while the public is happy with the president. And a lot of that happiness has to do with the fact that they are much more secure about the economy. Consumer



In the past, we as record companies also have not done everything we can to reach our audience. But now more marketing dollars are going toward reaching consumers directly.

—Rick Stone



confidence is up, interest rates are low, and the housing industry is up for the first time in a decade. People are more secure that their paycheck will be there tomorrow. Of course I'm not oblivious to



Rick Stone



Burt Baumgartner



David Fitch



Greg Thompson

some of the downsizing that's going on, but my sense is that people are adjusting in spite of that."

Like all interviewed for this column, Stone is concerned with how the "precarious state of retail" will affect sales. "This is a difficult time for retailers. I have to believe that a lot of sales are being lost because they're not set to capitalize on what's going on. In the past, we as record companies also have not done everything we can to reach our audience. But now more marketing dollars are going toward reaching consumers directly."

When it comes to radio, Stone says ownership consolidation has made broadcasters "sharper. They are looking not only to get ratings but to be the dominant company in a particular market and to be able to offer advertisers four or five ways to hit their customer, depending on the desired target demo."

Retail's 'Growing Pains'

Over at Sony's Work group, Sr. VP/Promotion **Burt Baumgartner** predicts, "It's not going to be a record-setting quarter by any means, but we are still going to see good business. Sure, when you look at the big picture it's a little disappointing that groups like **Aerosmith** and **U2** pulled out. Everybody knows those bands pull people into the stores and that those customers end up buying other records. But you can't put the commerce before the art in that regard. If they aren't ready, they shouldn't put the record out. People aren't going to buy fewer **Aerosmith** or **U2** records just because they weren't

released during the fourth quarter."

When it comes to retail, Baumgartner expects more changes. "They're not down to their ultimate fighting weight. It's going to be another six months to a year before that industry completely shakes out and gets over its growing pains." Because of the uncertain retail climate, Baumgartner says his company "is being somewhat more aggressive" when it comes to marketing new acts. "We are taking young new acts — whether it's

Maxwell on **Columbia**, **Amanda Marshall** on **Epic**, or **Fiona Apple** on our label — and selling their albums to retailers at very discounted prices so they in turn can sell them at \$8.99. It makes it a lot easier for the public to take a shot at those prices."

The Work promo vet also says his company is "being smarter with our placement of consumer ad dollars, whether it's with **MTV** or magazines. All of us in the business have become a leaner machine because retail has forced us to look more closely at what we're spending our money on."

One tactic Baumgartner says Work won't step up is radio time buys. "If you give money to radio they'll say, 'Thank you very much' and then advertise the record. If you give it to someone like **Tower**, they'll take more units but still give some money to radio to advertise their product. Radio gets the money one way or another."

'Nothing Breaking'

RCA VP/Sales **David Fitch** agrees the record business can only benefit from a healthy economy. Nonetheless, he says he's "extremely apprehensive" about the fourth quarter for the industry because of the "economic condition of our retail partners."

He notes, "I was visiting retail stores in Atlanta last week and talking to them about what's selling. They told me that so far nothing is breaking through as the runaway record, the one that everybody has to have. I'm optimistic as far as **RCA** is concerned because we have some projects that are developing nicely. And a lot of newer acts at other labels are be-



If you give money to radio they'll say, 'Thank you very much' and then advertise the record. If you give it to someone like Tower, they'll take more units but still give some money to radio to advertise their product. Radio gets the money one way or another.

—Burt Baumgartner



ginning to pick up. If you look at the quality of releases coming out, that momentum should continue."

Fitch agrees with Stone that not having an act like **Aerosmith** or **U2** in the mix will impact sales. But he counters that, "it may allow some room for other newer acts to continue moving upwards and sell, be it a band like **Garbage** or one of our new acts like **Republica** or **Leah Andreone**. Plus, it gives retailers something to look forward to early next year since we're always dropping our major records in the fourth quarter. People shop 12 months a year."

To increase sales, Fitch is aggressively marketing directly to consumers, more so than in previous years. "With the **Dave Matthews Band**, for instance, in the next week and later this year we will be spending a lot more money to reach consumers directly, whether it's a cable buy on



We are trying to do more with radio with things like 'Win It Before You Can Buy It' campaigns. You can give away Thanksgiving turkeys or music. Which one better represents what your station is all about?

—Greg Thompson



MTV or **Lifetime**, a print buy, or a very local niche-marketing campaign. We are doing similar things with **SWV** and **Republica**. We want to get people into the stores and give them a reason to buy the record because once they get inside we can't necessarily rely on the retailer to market my records anymore."

Another reason for the direct approach, says Fitch, is that retailers are changing how they use label co-op dollars. "Many retailers are using those dollars as margin enhancements. In the past you could spend \$30,000-\$40,000 with a customer and that money would go directly toward reaching consumers. Now much of that is going to internal advertising such their own magazines. We have to take control of our own destiny. We're still going to play the co-op game when we have to, but we're going to be more actively hitting consumers where they live."

Wait 'N' See Purchasing

Elektra Sr. VP/Promotion **Greg Thompson** concedes that "business has been a little soft, which concerns us all. Hopefully, it will pick up over the next 12 weeks. One thing that's clear is the public is as fickle as ever. Every purchase has to stand up."

The reason? "Consumers are more cautious about spending their money," says Thompson. "While the economy has remained very stable and inflation has been under control, there hasn't been a huge increase in disposable income. People are thinking twice about everything from remodeling their home to buying a new car. You can bet they're thinking twice about buying a new album until they know what they're getting."

Commenting about the retail environment, Thompson says, "Everybody also has to understand it's a very tough time for that business. They're under a great financial crunch. Plus there's a major shift in the market when it comes to purchasing music. People are buying things from the Internet and TV. Direct mail is at an all-time high. Retailers are busting their ass to stay above water and are scrutinizing everything they're spending money on. If the retail situation worsens, it's going to put pressure on the record companies, which in turn is going to cut back on the resources that can be allocated to radio."

To fan the flames this quarter, Thompson says **Elektra** has upped its commitment to reaching consumers directly via radio. "We are trying to do more with radio with things like 'Win It Before You Can Buy It' campaigns. Radio can get a lot of mileage out of these kinds of promotions because, depending on the format, listeners are going to want to hear the new **Phish** album. It gives radio something exclusive to promote and it helps us create greater awareness about our artists. Some of the sharp stations have jumped at the opportunity; others for some reason don't understand the value it can add to the station. You can give away Thanksgiving turkeys or music. Which one better represents what your station is all about?"

He concludes, "Great music continues to be released. So it's important that we as an industry ensure that people are getting excited about buying it, and make them aware that it's out there. When people are passionate about music they usually are passionate about the station playing it."

FIONA APPLE

Major Markets, Multi Format
Adds and Airplay:

Alternative

99X
KROQ
Q101
LIVE 105
KDGE
WLIR
WHYT
XHRM
KTCL
WFNX

Top 40

KYSR
KRBE
KLLC
KHHT
KALC
KFMB
Q106
WBMX
WPLL
KBBT

AAA

KSCA
KFOG
CIDR
KBCO
WXRV
KMTT
WRLT
WXRC
WKOC
KWMT



#5 NEW ARTIST
SALES CHART



BUZZ CLIP!



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S H A D O W B O X E R

the first track from
the debut album T I D A L

On tour With Chris Isaak starting October 11

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R&R LAUNCHING PAD

Capitol Trio Causes 'Stir' At Rock

Airplay is growing for rock trio **Stir**, whose Capitol debut single "Looking For" is finding a home at Active Rock and Rock. The track is currently being reported by 46 Active Rockers and 33 Rock outlets, in-

Only one "Breakout Band" has failed to make an impact, he notes.

"This is a record we really believe in. It's a straight-ahead rock record that fits our station and has the potential to break out of the pack and stick around for a while. If it's going to be with us for a while, we don't want the band to be an unknown commodity for our listeners."

It's precisely that kind of championing that helped break Stir — originally signed to indie **Aware Records** — out of its home base in St. Louis thanks to airplay at Classic Rock **KSHE** and Alternative **KPNT**. Capitol picked up the band shortly thereafter, re-



Stir

cluding major market adds at **KLOS/Los Angeles**, **WRCX/Chicago**, and **WYSP/Philadelphia**.

One big fan of the band and single is Active Rock **KISS/San Antonio APD Kevin Vargas**, who believes one of the format's biggest problems is not doing enough pre- and back-selling for new records. "That's our No. 1 complaint when it comes to the music. We've played **Bush's 'Machinehead'** around 800 times and in our recent research it came back 91% familiar. It's amazing, but one in 10 people still don't know the song. Let's face it: When you put a new record on, especially if it's from a new band, you're throwing it up against the wall and seeing if it sticks. Most of them don't. But if you don't give it a proper shot, you don't know if you've missed something your audience really cares about."

When it comes to "Looking For," Vargas has placed it in the station's two-year-old nightly "Breakout Band" rotation — three spins during the evening (pre- and back-sold) supported by an in-depth artist profile.

leasing its debut album in March, whereupon local programmers and retailers jumped all over it. Capitol saw the action and immediately made plans to work the project nationally.

Comments VP/Rock Promotion

Dave Ross, "If the three keys to setup are setup, setup, and setup, then we all have certainly done it. We've had six months to work the record and get radio familiar with the band and its music. At the same time the band has been touring constantly, making a lot of friends at radio and developing a strong fan base."

In addition to radio's support, Ross tips his hat to local St. Louis retailer **Streetside**, which was quick to stock the record. "It helped fuel the fire. Radio can play a record for only so long before they have to pull it from the air if people don't buy it in the stores. Oth-

er major chains were quick to react, but Streetside helped make it happen at the beginning."

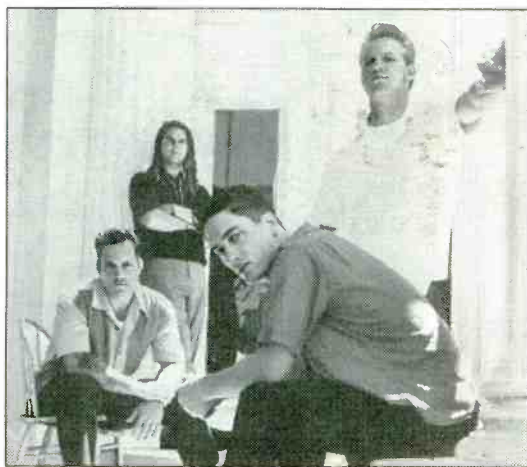
The band currently is headlining the **Aware Records Fall '96** tour, which kicked off on August 28. Stir's self-titled album went to retail on October 1.

A&M Faces Alternative Welcome

A&M's plans to build on alternative rock quartet **Face To Face's** strong fan base are beginning to pay off. "I Won't Back Down," the new single from the band's self-titled album, is currently being reported by 48 Alternative stations, including format powerhouses **KROQ/Los Angeles**, **WKQX/Chicago**, **KITS/San Francisco**, and **WHFS/Washington**.

Originally formed in 1991, the L.A.-based group scored impressive airplay in its own backyard (and elsewhere) in early 1995 with the track "Disconnected," which found a champion in **KROQ**. Other Alternatives also embraced the single, contributing to sales of more than 100,000 units for the album "Big Choice."

Comments **WHFS MD Pat Ferrise**, "We have a lot of confidence



Face To Face

in the band. They've worked hard at establishing a solid fan base and have of credibility with our audience. The hardcore music fans were looking forward to their next record and we believe that's going to spill over to the rest of our audience." It's because of that touring that Ferrise says the band is no longer identified only with the West Coast. "They can come in here for a show and do quite well. That's important when it comes to getting behind an act."

That's proving true in the heartland as well. Notes Alternative **WRQX/Memphis PD Tony Williams**, "Their last record got a great reaction from our audience. And with the fan base they've developed this one has the potential to break out. We've been getting good phones on the record. The song definitely adds flavoring to the station."

Face To Face's self-titled new album was released September 10.

MUSIC NEWS & VIEWS

Rock N' Roots Going National?

Is another roots-rock festival on the horizon? That's what the people behind the **Rock N' Roots Festival** in Nashville are hoping. And their hopes are grounded in a successful first concert held on September 21 at Riverfront Park, where some 3000 showed up to see performers including **Los Lobos**, **Steve Earle**, **Kim Richey**, **Gillian Welch**, **Radney Foster**, **Robert Earl Keen**, and the **V-Roys**. Organizers hope to take the show on the road sometime next year.



Los Lobos



Steve Earle

Celluloid Snippets: The soundtrack to **Madonna's** movie "Evita" is slated to hit retail on October 29. The film debuts in New York and L.A. on Christmas Day, with a national rollout on January 10 ... The last film starring slain rapper **Tupac Shakur**, "Gridlock," is slated for an end-of-January release ... Look for a full-length documentary based on the **Tibetan Freedom Concert** next year, possibly by summer.



Madonna

Capitol Drops P-Funk Bomb

Release News: **Capitol** drops the ultimate P-funk bomb on October 29 with the release of "Greatest Funkin' Hits," a collection of remixed **Parliament**, **Funkadelic**, and **George Clinton** sojo hits. **Coolio** appears with Clinton in the video to the lead track, "Atomic Dog (Dogs Of The World Unite Remix)" ... Basketball all-star and rapper **Shaquille O'Neal's** new as-yet-untitled album on **Twism/Trauma** goes to retail on October 22 ... On November 5 **Motown** will drop **Zhane's** still-untitled new album ... Uptown honcho and acclaimed rapper **Heavy D's** new album is slated for a November 12 release ... Look for **Aswad's** new album on **Mesa** and **Dokken's** "One Live Night" on **CMC International** on November 26 ... Capitol alternative quartet **Dink** is eyeing a spring release for its first full-length album for the label.



George Clinton

Odds-N-Ends: Things are beginning to heat up for **Ron and Howard Albert**, founders of Miami-based indie **Vision Records** and studio wizards in their own right (**Aretha Franklin**, the **Allman Brothers**, **Crosby, Stills & Nash**). The pair, who produced **Geffen/DGC** rocker **Zakk Wylde's** current "Book Of Shadows" album, are putting the finishing touches on former **Bad Company** lead singer **Brian Howe's** solo project, set to debut later this year ... **Pantera** kicks off the second leg of its U.S. tour on November 5 in Albuquerque, with **Biohazard** and **Neurosis** supporting ... **Dishwalla**, the **Refreshments**, and **Chalk Farm** team up for their first joint tour with a slew of dates beginning on October 16 in Tucson ... Former **Poison** guitarist **C.C. DeVille** has rejoined the group. Look for the band to hit the road sometime next year.



WAKE UP! — Arista alterna-duo **Sleeper** chum it up with **KITS/San Francisco PD Roland West** (r) after the band's recent performance. Looking hip are **Sleeper's Andy Maclure** and **Louise Wener**.

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STRESS ROTATION
SOUNDSCAN OVER 6,500 LAST WEEK
ON TOUR WITH GRAVITY KILLS

HUGE SPINS:

KROQ	38	WXRK	18
WAQZ	55	WHFS	18
Y107	40	WHYT	28
KOME	31	Q101	23
WMMS	37	KDGE	23
KEGE	32	KNDD	17
WXDX	34	KFMA	30

R&R ALT. #10

from the album "REPUBLICA" on deconstruction/RCA Records

dc

a deconstruction item

Email: info@republica.com
Web Site: http://republica.com

Produced by REPUBLICA
Additional production and mix by Ben Grosse
Management: Dave Wadd and David James
New York, Manhattan, NY

leah andreone

featuring the single
"it's alright, it's ok"



120 MINUTES

ADDED TO M2
OVER 500 BDS
MODERN ROCK SPINS!
NOW ON OVER 50%
OF THE PANEL

NEW AT:

WQBK WBRU
KICT KFMA
R&R ADULT ALTERNATIVE

18 - 16

NOW ON OVER 60%
OF A3 MONITOR PANEL

NEW AT:

WHPT KUMT
KBCO WVRV
R&R ADULT ALT. LP 19



Produced by Russ Neiger
Mixed by Brian Malouf
Management: Russell Carter for
Russell Carter Artist Management, Ltd.

email: rc-cl@ram.com

From the album **veiled**



TONY NOVIA

The Enemy ... Now Within

KLUC/Las Vegas GM Tom Humm and PD Jerry Dean discuss moving in with former foes

Like it or not, consolidation's the name of the game in the post-telecom environment. Most upper-level managers will openly tell you they don't know what consolidation's effects will be, but they're taking it day by day. For perspective from those who've been through it, I turned to KLUC/Las Vegas GM Tom Humm and PD Jerry Dean.

(Editor's Note: Dean exited KLUC shortly after this column was completed.)

American Radio Systems bought the station earlier this year from long-time owner Nationwide, creating a group that includes KLUC, former competitor KJMZ (now Hot AC KMXB), Alternative KXTE, AC KMZQ, all-Sports KVEG-AM, and tourist info-formatted KXNO-AM.

At last count, ARS owned or had agreements to buy 88 radio stations in 20 markets, making it the third-largest American radio group, with revenues estimated at \$327.5 million. ARS is headed by Chairman/CEO Steve Dodge and co-CEOs Don Bouloukos, John Gehron, and David Pearlman; Gehron oversees the Las Vegas stations.

View From The GM

Three-year KLUC GM Humm, who has spent his entire radio career in Las Vegas, first heard about the ARS purchase in mid-May (the deal closed July 1). Humm recalls, "Nationwide always told us negoti-

The bottom line is to grow the radio business and increase profits for the companies. The good companies will do that. The bad ones will put two high-profile morning shows next to each other.

—Tom Humm

ations were going on—but until it's announced, it's not announced. I hadn't heard more than any of my staff. The higher up you are in this industry, the more you understand deals shouldn't be discussed.

"As soon as the deal was finalized, John Gehron called me within an hour. He introduced himself and welcomed us to ARS, then showed up in person within a day and a half. At this point, I wasn't sure I still had a job ... none of us knew. It's not the industry that has done this, its deregulation. That's what I discussed when talking with the staff about the sale."



Tom Humm



Jerry Dean

Within two weeks, the Las Vegas GMs were in Boston meeting with Dodge and the co-COOs. Here, Humm met former competitors (and now co-workers) KXTE GM Alan Gray and KMXB & KMZQ GM Cindy Schloss.

Befriending Your Competition

Humm says ARS is making the adjustment of working with people you'd been competing against a smooth one. He explains, "Part of ARS's success is letting people continue to do what they've been successful at. We're in an ego business, but the reason we're successful is our 'win at all costs' attitude. We're going to consolidate into one building, but we'll all come in through separate doors. The bottom line is to grow the radio business and increase profits for the companies. The good companies will do that. The bad ones will put two high-profile morning shows next to each other. We haven't done that here, and we won't. In our situation, every GM, PD, sales manager, and promotion manager was involved in reshaping the Las Vegas radio landscape."

The transition was also smooth for sales, Humm adds, with the properties already selling in combos. "The four FMs are very respected. So with our format variation and overall market share, we're getting more synergy among the sales managers. We're starting to put the AMs into the mix. We're just learning to do this ourselves, learning by trial and error.

"Each of our stations has its own niche, so it's not about competing against our own stations. It's about getting the biggest share in our key demos. We just did a tailgate party for a UNLV-Air Force football game with four of our stations. We jointly gave away tickets and had all of our vehicles at the game. The promotions people were out saying 'hi' to

all our listeners. Our people are starting to see the big picture pretty quickly."

Pros & Cons

Humm sees several positives from the consolidation, one being his opportunity to oversee KLUC, KXNO, and KVEG. "With ARS, we're working with long-term, long-standing good broadcasters who understand what takes place day to day in the industry," says Humm. "People pay attention to you when you own six stations in a market. The advertising community is becoming more aware of radio's consolidation, and they know we're going to fight for our share of the ad dollars."

But there are a few negatives, he points out. "The workload is tremendous. The midrange people, who you don't talk to on a daily basis, are probably more fearful of what's going on. It takes a lot of time to develop a synergy between stations and staffs."

If your station is being bought, Humm suggests, "Remember, we're in an industry that will be evolving very quickly for the next two years.



We can't control the outside environment. If you've been successful at what you do, continue to do your job. If you're good, every company in America will want you. Don't overreact to what's going on around you. That's what has kept the staff on an even keel here."

PD's Perspective

KLUC PD Dean, who has been with the station since October '85, realized it may be sold at Nationwide's first-quarter corporate meeting. "When [Nationwide President] Steve Berger announced, 'Nationwide's mission is to only own stations in the Top 25 markets,' we knew our days were numbered. Berger has always been an honest guy, and Nationwide is always up front with its plans. They're only in Top 25 markets now, so they did just what he said they'd do."

Although rumors were rampant, Dean and his staff didn't find out about the deal until Humm called a staff meeting. Dean remembers, "After the announcement, all kinds of thoughts ran through my mind—'What about my staff? Will they change the format?' When you work for a company as great as Nationwide for 10 years, you get spoiled. But when I found out John Gehron would oversee KLUC, that



SMILING MOUTHS AT CLUB R&R—Merril Bainbridge (c) delighted the crowd during her performance at the world-famous Club R&R. Posing for this action shot are (l-r) Universal rep Rock Dibble, guitarist Tommy Dunbar, R&R CHR Asst. Editor Paul Colbert and CHR Editor Tony Novia, Universal VP/Promotion Monte Lipman, and R&R sales rep Missy Haffley.

alleviated a lot of my fears. I was familiar with his career and programming background. I was happy we were being bought by broadcasters, not bankers.

"A few days later, John flew in and held a staff meeting. He introduced himself and explained ARS's philosophy. He put everyone's fears to rest. What impressed me most was when he said ARS spent \$12 million on us because of the heritage we had built and our track record with sales and ratings. They were not only buying the physical station, but the knowledge and expertise of the people. You could hear the collective sigh of relief in the room when he said, 'Just keep doing what you're doing.' He was very upbeat and positive, and I came away from that meeting feeling great."

Maintaining Staff Morale

Burying the competition has always been a great motivating force in radio, but KLUC was faced with working with its former competition. To keep his staff motivated, Dean still offers ratings-based bonuses. "We want all the ARS stations to do great, but we want KLUC to be the best. There are still other stations here to take listeners from, but one of the nicest things ARS did was buy our direct competitor. That really motivated us. Once they were gone, it pumped us up and made us aim our sights on KEDJ (The Edge)."

They were not only buying the physical station, but the knowledge and expertise of the people. You could hear the collective sigh of relief in the room when [John Gehron] said, 'Just keep doing what you're doing.'

—Jerry Dean

Get to know the ins and outs of your new company as soon as you can. Finding out as much as you can before the takeover gives you that much more of an advantage because you can hit the ground running.

—Jerry Dean

In some markets, ARS has one GM that may oversee as many as five stations. But in Las Vegas, the changes have been minimal. KLUC's traffic manager and chief engineer have more responsibilities, as do GMs Humm and Schloss. But Dean says programming, promotion, and sales have remained autonomous.

Dean cites administrative differences as the main negative of the sale, "With Nationwide, we got paid every two weeks. With ARS it's twice a month, so you have to adjust your personal finances. We changed insurance companies as well. It's basically overcoming the fear of the unknown and getting used to a new way of doing things."

Dean's advice for someone going through an ownership change: "Continue to work as hard as you can and realize that any new company that buys you has to have somebody run the station. If you've been successful in the past, you can probably do it better than someone from the outside. Get to know the ins and outs of your new company as soon as you can. Talk to PDs within the company and ask what it's like to work for your new owners. Finding out as much as you can before the takeover gives you that much more of an advantage because you can hit the ground running. You have to be flexible—they may change a few things here and there, and you'll have to adjust."

CHR Asst. Editor Paul Colbert contributed to this column.



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CHR/POP

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	LW	2W	3W		
ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)	4.19	4.00	3.99	—	91.8%	18.8%
ALANIS MORISSETTE You Learn (Maverick/Reprise)	4.00	3.76	3.97	4.04	96.5%	34.0%
CELINE DION It's All Coming Back To Me Now (550 Music)	3.98	3.94	3.81	3.92	81.5%	16.5%
KEITH SWEAT Twisted (Elektra/EEG)	3.94	3.82	3.77	3.82	50.8%	8.3%
NO DOUBT Spiderwebs (Trauma/Interscope)	3.94	3.98	3.83	3.97	63.8%	16.5%
DONNA LEWIS I Love You Always Forever (Atlantic)	3.87	3.89	3.83	3.87	92.0%	27.3%
L.L. COOL J Loungin (Def Jam/RAL/Mercury)	3.85	3.90	—	—	52.5%	8.8%
R. KELLY I Can't Sleep Baby (If I) (Jive)	3.79	3.79	3.72	3.79	64.0%	17.0%
JEWEL Who Will Save Your Soul (Atlantic)	3.75	3.65	3.69	3.75	91.8%	34.0%
GREASE MEGAMIX Grease Megamix (Polydor)	3.66	—	3.62	—	86.8%	14.0%
DISHWALLA Counting Blue Cars (A&M)	3.64	3.56	3.60	3.66	87.8%	29.3%
QUAD CITY DJ'S C'mon 'N Ride It... (Quadra Sound/Big Beat/Atlantic)	3.63	3.68	3.78	3.66	72.8%	24.8%
MERRIL BAINBRIDGE Mouth (Universal)	3.62	3.61	3.34	3.39	54.3%	8.8%
CRANBERRIES Free To Decide (Island)	3.56	3.34	3.59	3.52	73.0%	25.8%
WALLFLOWERS 6th Avenue Heartache (Interscope)	3.55	3.55	—	—	45.0%	10.8%
TONI BRAXTON You're Makin' Me High (LaFace/Arista)	3.53	3.63	3.56	3.59	76.8%	25.3%
PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)	3.52	3.44	3.50	3.52	79.3%	26.0%
ERIC CLAPTON Change The World (Reprise)	3.46	3.44	3.56	3.55	89.5%	33.3%
SHERYL CROW If It Makes You Happy (A&M)	3.45	3.30	3.29	3.30	62.0%	17.0%
GARBAGE Stupid Girl (Almo Sounds/Geffen)	3.42	3.38	3.17	3.33	62.0%	21.5%
NATALIE MERCHANT Jealousy (Elektra/EEG)	3.42	3.46	3.51	3.47	82.8%	35.8%
BECK Where It's At (DGC/Geffen)	3.40	3.58	—	—	45.3%	14.8%
JOURNEY When You Love A Woman (Columbia)	3.33	—	—	—	21.0%	4.3%
NO MERCY Where Do You Go (Arista)	3.32	3.40	3.34	3.38	74.0%	29.5%
BLUES TRAVELER But Anyway (A&M)	3.27	3.18	3.29	3.43	52.3%	17.8%
BRYAN ADAMS Let's Make A Night To Remember (A&M)	3.27	3.28	3.08	—	36.8%	9.8%
AMANDA MARSHALL Birmingham (Epic)	3.24	2.77	—	—	20.8%	5.3%
HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)	3.22	3.13	3.24	3.23	85.8%	40.8%
JOHN MELLENCAMP Key West Intermezzo... (Mercury)	3.19	3.19	3.19	3.21	48.5%	14.0%
MELISSA ETHERIDGE Nowhere To Go (Island)	3.13	3.21	3.18	3.32	47.8%	13.5%

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: EAST: Boston, Buffalo, Hartford, New York, Philadelphia, Pittsburgh, Providence, Washington. SOUTH: Atlanta, Charlotte, Dallas, Houston, Miami, New Orleans, Norfolk, Orlando, Tampa. MIDWEST: Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Minneapolis, St. Louis. WEST: Denver, Los Angeles, Phoenix, Portland, Salt Lake City, San Diego. Songs are removed from Callout America after 20 weeks of testing. © 1996, R&R Inc.

CALLOUT AMERICA® Hot Scores

By KEVIN MCCABE

The final quarter of 1996 is a crucial period for radio stations and record labels alike. The fall Arbitron survey is under way at radio, and record companies are gearing up for the most important time of the year for music sales. Both industries rely heavily on hit records to produce maximum fourth-quarter results. While opinions vary on what defines a hit record, national and local sales charts are vital and requests can often be an early indicator, but callout research is the primary decision-making tool for evaluating a song's performance at radio. R&R's exclusive Callout America data was created to help both industries with their respective goals. We're often asked about the methodology. Here are two examples of questions often asked by Callout America users:

Q: The callout estimates sometimes fluctuate. Why does this happen?

A: The reason is twofold. One is sampling error, and all research is subject to it. The other is that respondents may not have completely made up their minds about certain songs. This usually leaves songs testing in the middle of the survey more susceptible to weekly score variations — we can confidently say that songs never move from worst to first on the chart (or vice-versa). Because these bounces are more common with middle-testing songs, that's why we advise users not to make a final decision on a song's performance until it is at least 60% familiar.

Q: What is considered a high "burn" score?

A: This is open to individual interpretation. Some believe 25%-35% is an uncomfortable level of burn. Others believe that burn is irrelevant, and the overall score is the most important factor.

The audience knows ... you should know ...

WHERE IT'S AT

BECK

- **Callout America**
3.40 Overall Score
3.63 East Region (#12)
3.68 Midwest Region (#8)
- **10 New Adds**
Q102 WKBO KRQQ WJJS WXKB
KJYO KSMB WFBC WHTS WWKZ
- **Rhythm Crossover**
PWR 96 KBFM KDON KKSS KCAQ
- **Mainstream Top 40**
KDWB WFLZ WNKS WZJM
WAPE (Top 5 Phones) G105 (Top 5 Phones)
WZEE WKSS KQKQ WRVQ WPST WABB
WSPK WDJX WNNK
- **Modern AC**
KFMB
- **Soundscan**
523,200 Record Buyers



Best male video - MTV Video Awards
Former Buzz Clip

OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	6149	6182	6296	6462	123/0
6	3	2	2	CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	5396	5079	4580	3883	118/3
5	5	3	3	NO MERCY Where Do You Go (<i>Arista</i>)	4523	4404	4226	3979	110/2
25	16	8	4	ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	4203	3487	2561	1945	110/11
4	4	4	5	DISHWALLA Counting Blue Cars (<i>A&M</i>)	4034	4260	4345	4379	103/0
14	11	6	6	MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	3932	3576	3214	2774	117/1
2	2	5	7	ERIC CLAPTON Change The World (<i>Reprise</i>)	3931	4164	4591	4782	111/0
11	10	9	8	KEITH SWEAT Twisted (<i>Elektra/EEG</i>)	3592	3419	3221	2953	94/0
10	12	10	9	QUAD CITY DJ'S C'mon... (<i>Quadra Sound/Big Beat/Atlantic</i>)	3456	3307	3160	2986	104/1
3	6	7	10	ALANIS MORISSETTE You Learn (<i>Maverick/Reprise</i>)	3181	3561	4121	4485	92/0
12	13	14	11	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (<i>Mercury</i>)	3180	3089	3031	2890	102/2
9	9	11	12	TONI BRAXTON You're Makin' Me High (<i>LaFace/Arista</i>)	3143	3243	3490	3746	84/0
13	14	15	13	NO DOUBT Spiderwebs (<i>Trauma/Interscope</i>)	3046	2984	2945	2788	109/0
7	7	13	14	JEWEL Who Will Save Your Soul (<i>Atlantic</i>)	2988	3131	3604	3854	92/0
8	8	12	15	PRIMITIVE RADIO GODS Standing... (<i>Ergo/Columbia</i>)	2973	3205	3570	3773	95/0
30	20	18	16	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	2597	2224	1929	1642	106/9
BREAKER			17	JOURNEY When You Love A Woman (<i>Columbia</i>)	2562	1948	591	—	111/5
28	22	19	18	AMANDA MARSHALL Birmingham (<i>Epic</i>)	2266	2084	1907	1702	95/0
20	17	17	19	R. KELLY I Can't Sleep Baby (If I) (<i>Jive</i>)	2226	2274	2245	2196	77/0
15	15	16	20	CRANBERRIES Free To Decide (<i>Island</i>)	1996	2451	2589	2681	80/0
26	23	22	21	BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	1975	1886	1877	1839	87/3
—	—	33	22	EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	1862	1303	243	—	99/8
17	18	20	23	MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	1803	2046	2220	2239	86/2
34	30	24	24	WALLFLOWERS 6th Avenue Heartache (<i>Interscope</i>)	1771	1626	1526	1414	90/2
—	41	31	25	LA BOUCHE Fallin' In Love (<i>RCA</i>)	1595	1324	888	313	89/8
39	36	29	26	WILD ORCHID At Night I Pray (<i>RCA</i>)	1472	1362	1297	1192	83/7
—	40	35	27	PHIL COLLINS Dance Into The Light (<i>Face Value/Atlantic</i>)	1463	1295	986	245	76/2
40	34	28	28	AMBER This Is Your Night (<i>Tommy Boy</i>)	1445	1379	1323	1156	57/5
37	35	30	29	GHOST TOWN DJ'S My Boo (<i>So So Def/Columbia</i>)	1436	1354	1310	1230	63/8
—	42	39	30	NEW EDITION I'm Still In Love With You (<i>MCA</i>)	1316	1111	869	526	76/7
21	26	27	31	LOS DEL RIO/BAYSIDE BOYS MIX Macarena (<i>RCA</i>)	1263	1396	1786	2103	53/0
22	27	26	32	NATALIE MERCHANT Jealousy (<i>Elektra/EEG</i>)	1183	1397	1721	1997	49/0
23	28	32	33	BLUES TRAVELER But Anyway (<i>A&M</i>)	1126	1311	1677	1995	41/0
DEBUT			34	HOOTIE & THE BLOWFISH Sad Caper (<i>Atlantic</i>)	1115	314	49	—	77/21
45	45	43	35	ROBERT MILES One And One (<i>Arista</i>)	1057	894	828	766	60/2
32	32	36	36	OASIS Don't Look Back In Anger (<i>Epic</i>)	1002	1228	1408	1455	47/0
—	50	44	37	QKUMBA ZOO The Child (Inside) (<i>Arista</i>)	957	869	656	364	69/5
31	33	40	38	FUGEES Killing Me Softly (<i>Ruffhouse/Columbia</i>)	941	1062	1341	1489	48/1
DEBUT			39	DC TALK Just Between You And Me (<i>Virgin</i>)	845	249	67	18	74/34
50	49	45	40	FUN FACTORY Don't Go Away (<i>Curb</i>)	835	796	697	638	55/6
DEBUT			41	WONDERS That Thing You Do! (<i>Epic</i>)	818	534	259	21	55/13
27	29	38	42	GARBAGE Stupid Girl (<i>Almo Sounds/Geffen</i>)	818	1189	1645	1802	44/0
38	38	42	43	MAXI PRIEST F/SHAGGY That Girl (<i>Virgin</i>)	794	909	1063	1209	27/0
—	—	47	44	HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	751	705	700	574	25/2
—	—	49	45	BRAIDS Bohemian Rhapsody (<i>Big Beat/Atlantic</i>)	745	690	478	165	52/4
16	24	37	46	HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	724	1198	1877	2502	31/1
41	44	46	47	BONE THUGS-N-HARMONY Tha Crossroads (<i>Ruthless/Relativity</i>)	667	746	839	1039	30/1
DEBUT			48	REPUBLICA Ready To Go (<i>RCA</i>)	656	504	410	280	56/11
—	48	—	49	L.L. COOL J Loungin' (<i>Def Jam/RAL/Mercury</i>)	617	667	729	633	36/0
DEBUT			50	CRUSH Jellyhead (<i>Robbins</i>)	596	578	517	549	17/0

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker.
128 CHR/Pop reporters. 126 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS

JOURNEY

When You Love A Woman (*Columbia*)

TOTAL PLAYS/INCREASE: 2562/614
TOTAL STATIONS/ADDS: 111/5
CHART: 17

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
R.E.M. Bittersweet Me (<i>Warner Bros.</i>)	37
DC TALK Just Between You And Me (<i>Virgin</i>)	34
HOOTIE & THE BLOWFISH Sad Caper (<i>Atlantic</i>)	21
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	18
SPIRITS Drive (<i>Rocket/Island</i>)	14
WONDERS That Thing You Do! (<i>Epic</i>)	13
ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	11
REPUBLICA Ready To Go (<i>RCA</i>)	11
SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	11
GREASE MEGAMIX Grease Megamix (<i>Polydor</i>)	10

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
HOOTIE & THE BLOWFISH Sad Caper (<i>Atlantic</i>)	+801
ALANIS MORISSETTE Head Over... (<i>Maverick/Reprise</i>)	+716
JOURNEY When You Love A Woman (<i>Columbia</i>)	+614
DC TALK Just Between You And Me (<i>Virgin</i>)	+596
EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	+559
SHERYL CROW If It Makes You Happy (<i>A&M</i>)	+373
MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	+356
CELINE DION It's All Coming Back To... (<i>550 Music</i>)	+317
WONDERS That Thing You Do! (<i>Epic</i>)	+284
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	+274

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JANN ARDEN Inensitive (<i>A&M</i>)	
LA BOUCHE Sweet Dreams (<i>RCA</i>)	
TRACY CHAPMAN Give Me One Reason (<i>Elektra/EEG</i>)	
COLOR ME BADD The Earth, The Sun, The Rain (<i>Giant</i>)	
EVERYTHING BUT THE GIRL Missing (<i>Atlantic</i>)	
CELINE DION Because You Loved Me (<i>550 Music</i>)	
TONY RICH PROJECT Nobody Knows (<i>LaFace/Arista</i>)	
MARIAH CAREY Always Be My Baby (<i>Columbia</i>)	
LA BOUCHE Be My Lover (<i>RCA</i>)	
BRANDY Sittin' Up In My Room (<i>Arista</i>)	

Breakers: Songs registering 2000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

1
VH
MUSIC FIRST



There's no debate...
The GREASE MEGAMIX
is a smash!

Callout and auditorium test

CALLOUT AMERICA #10

3.78 Women 18-24

87% Familiar

TOP 10
MOST ADDED
including ...
WIOQ

41 stations on BDS!

Polydor

POP/ALTERNATIVE TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
2	1	ALANIS MORISSETTE Head... (Maverick/Reprise) 5082 4294 145/15			
1	2	DISHWALLA Counting Blue Cars (A&M) 4620 4940 133/0			
3	3	SHERYL CROW If It Makes You Happy (A&M) 4576 4079 181/11			
5	4	NO DOUBT Spiderwebs (Trauma/Interscope) 3751 3830 144/0			
7	5	WALLFLOWERS 6th Avenue Heartache (Interscope) 3591 3403 162/2			
4	6	PRIMITIVE RADIO GODS Standing... (Ergo/Columbia) 3542 4004 126/0			
6	7	ALANIS MORISSETTE You Learn (Maverick/Reprise) 3284 3745 96/0			
8	8	JEWEL Who Will Save Your Soul (Atlantic) 3161 3345 104/0			
12	9	SUBLIME What I Got (Gasoline Alley/MCA) 3066 2648 121/12			
10	10	EELS Novocaine For The Soul (DreamWorks/Geffen) 2941 2866 103/2			
9	11	311 Down (Capricorn/Mercury) 2820 2927 101/1			
13	12	REPUBLICA Ready To Go (RCA) 2462 2321 139/11			
15	13	SOCIAL DISTORTION I Was Wrong (550 Music) 2315 2212 92/1			
—	14	COUNTING CROWS Angels Of The Silences (DGC/Geffen) 2289 1175 102/6			
11	15	CRANBERRIES Free To Decide (Island) 2206 2732 92/0			
20	16	GEGGY TAH Whoever You Are (Luaka Bop/WB) 2062 1809 112/10			
14	17	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG) 2043 2242 80/0			
19	18	SMASHING PUMPKINS Muzzle (Virgin) 2043 1872 78/0			
16	19	SOUNDGARDEN Burden In My Hand (A&M) 1826 2184 68/2			
17	20	R.E.M. E-Bow The Letter (Warner Bros.) 1736 2153 65/0			

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. 128 CHR/Pop reporters and 95 Alternative reporters combine from the custom chart function on R&R ONLINE. Alternative titles are manually extrapolated. For complete reporter lists refer to Pop and Alternative sections. © 1996, R&R Inc.



WILDY CHARITABLE EFFORT — The KYLD (Wild 107)/San Francisco morning show asked listeners to fill a bus with donated clothing for less fortunate families. Taking a break with the goods are (l-r) Doghouse members Shady Grady, Elvis, J.V., and Hollywood.



WNCI LISTENER STINKS — Very brave WNCI/Columbus listener Aaron Conrad (c) crawled through a trough of manure to win tickets for an Ohio State-Notre Dame football game. Wishing they had noseplugs are morning talents Jimmy Jam and Kim Zandy.

NEW & ACTIVE

MAXWELL Ascension (Don't Ever Wonder) (Columbia) Total Plays: 580, Total Stations: 38, Adds: 0	GREASE MEGAMIX Grease Megamix (Polydor) Total Plays: 337, Total Stations: 16, Adds: 10
BECK Where It's At (DGC/Geffen) Total Plays: 569, Total Stations: 47, Adds: 8	311 Down (Capricorn/Mercury) Total Plays: 336, Total Stations: 20, Adds: 1
KATALINA DJ Girl (Thump) Total Plays: 486, Total Stations: 24, Adds: 0	SUBLIME What I Got (Gasoline Alley/MCA) Total Plays: 298, Total Stations: 30, Adds: 11
BABYFACE This Is For The Lover In You (Epic) Total Plays: 434, Total Stations: 40, Adds: 5	R.E.M. Bittersweet Me (Warner Bros.) Total Plays: 264, Total Stations: 49, Adds: 37
KIM STOCKWOOD Jerk (Curb) Total Plays: 401, Total Stations: 32, Adds: 3	POE Angry Johnny (Modern/Atlantic) Total Plays: 252, Total Stations: 16, Adds: 0
GEGGY TAH Whoever You Are (Luaka Bop/WB) Total Plays: 395, Total Stations: 39, Adds: 8	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic) Total Plays: 243, Total Stations: 25, Adds: 8
TONI BRAXTON Un-break My Heart (LaFace/Arista) Total Plays: 388, Total Stations: 43, Adds: 18	PUFF JOHNSON Over And Over (Work) Total Plays: 237, Total Stations: 23, Adds: 5
INTRIGUE If You've Ever Been In Love (Universal) Total Plays: 377, Total Stations: 30, Adds: 2	ELTON JOHN You Can Make History (Young Again) (MCA) Total Plays: 222, Total Stations: 26, Adds: 6
STING I'm So Happy I Can't Stop Crying (A&M) Total Plays: 370, Total Stations: 29, Adds: 7	GINUWINE Pony (550 Music) Total Plays: 211, Total Stations: 7, Adds: 0
BONE THUGS-N-HARMONY Days Of Our Lives (EastWest/EEG) Total Plays: 355, Total Stations: 22, Adds: 9	WORLD WIDE MESSAGE TRIBE The Real Thing (Warner Bros.) Total Plays: 179, Total Stations: 13, Adds: 0

Songs ranked by total plays

SELECTED NEW RELEASES

Here are a few hot release for next week. Release date is subject to change.

ADDS OCTOBER 15

- Jann Arden** "Good Mother" (A&M)
- Az Yet** "Last Night" (LaFace/Arista)
- Bone Thugs-N-Harmony** "Days Of Our Lives" (EastWest/EEG)
- Chameleon** "The Way It Is" (Robbins)
- Susanna Hoffs** "All I Want" (London/Island)
- Jeru The Damaja** "Ya Playin' Yaself" (Payday/London/Island)
- Jewel** "You Were Meant For Me" (Atlantic)
- Los Del Chipmunks** "Macarena" (Epic)
- Madonna** "You Must Love Me" (Maverick/WB)
- Poe** "Angry Johnny" (Modern/Atlantic)
- Maxi Priest** "Watching The World Go By" (Virgin)
- Rockell** "I Fell In Love" (Robbins)
- Robi Rob's Club World** "Shake That Body" (Columbia)



HARBOR JAM — Monifah (l) helped make WERQ (92Q)/Baltimore's Harbor Jam '96 concert a success. Jammin' with Monifah are (l-r) WERQ PD Tom Calococi and Promotions Director Marlear Alston.

CHR/POP REPORTERS

Stations and their adds listed alphabetically by market

WFLY/Albany, NY PD: Michael Morgan MD: Ron Williams BONE THUGS-N-HARMONY "Days" ELTON JOHN "History" REPUBLICA "Ready"	WRQK/Canton, OH PD/MD: Rick Michaels APD: Todd Downard R.E.M. "Me" DC TALK "Just"	WLVY/Elmira, NY PD: Mike Strobel APD/MD: Brian Stoll 18 HOOTIE & BLOWFISH "Sad" 14 STING "Happy" 10 EN VOGUE "Don't" R.E.M. "Me" SPIRITS "Drive" DC TALK "Just" TONI BRAXTON "Heart"	WFBC/Greenville, SC PD: Rob Wagman MD: Hawk Harrison 11 BONE THUGS-N-HARMONY "Crossroads"	KZII/Lubbock, TX PD: Jay Shannon 18 DONNA LEWIS "Without" 2 WILD ORCHID "Night" GREASE MEGAMIX "Grease" TONI BRAXTON "Heart" JOURNEY "Woman"	WHTZ/New York, NY PD: Tom Poleman MD: Cubby Bryant No Adds	KKRZ/Portland, OR PD: Ken Benson APD/MD: Rick Thomas KENNY G "Moment"	KHTQ/Spokane, WA PD: Scott Shannon MD: Tripp Rodgers 56 ALANIS MORISSETTE "Head" 41 BONE THUGS-N-HARMONY "Days" KENNY G "Moment" R.E.M. "Me" REFRESHMENTS "Together" DC TALK "Just"	WSKS/Utica, NY PD: Bill Catcher MD: Diane Chase 18 COLOR ME BADD "Earth" 15 HOOTIE & BLOWFISH "Sad" 14 LA BOUCHE "Sweet" 5 AMBER "Night" 5 EN VOGUE "Don't"						
WAEB/Allentown, PA PD: Brian Check MD: Chuck McGee DC TALK "Just"	WSSX/Charleston, SC PD/MD: Calvin Hicks R.E.M. "Me" STING "Happy" BRAIDS "Bohemian"	WJET/Erie, PA PD: Neal Sharpe MD: J.J. Fox DC TALK "Just" AMBER "Night"	WKSS/Hartford, CT PD: Jay Beau Jones MD: Christine Fox 8 R.E.M. "Me" PHIL COLLINS "Light" AALIYAH "Knew"	WZEE/Madison, WI Interim PD: Dana London 20 BRYAN ADAMS "Let's" 8 OKUMBA ZOO "Child" 4 NEW EDITION "Sail"	WVNZ/Norfolk, VA PD: Don London MD: Jay West 14 NEW EDITION "HR" 4 BONE THUGS-N-HARMONY "Days" BABYFACE "Lover" LE CLICK "Tonight"	WERZ/Portsmouth, NH DM/MD: Jack D'Brien MD: Liz Jordan 6 R.E.M. "Me" FUN FACTORY "Don't" REPUBLICA "Ready" CARDIGANS "Lovefool"	WDBR/Springfield, IL DM: Bill Klaproth MD: Rick Blade R.E.M. "Me" LA BOUCHE "Fallin" EN VOGUE "Don't"	KWTX/Waco, TX PD: Flash Phillips 22 ALANIS MORISSETTE "Head" JOURNEY "Woman" R.E.M. "Me"	WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Ron Ross No Adds					
KQIZ/Amarillo, TX PD/MD: Ted Kelly 32 PHIL COLLINS "Light" GREASE MEGAMIX "Grease" MICHAEL ENGLISH "Freedom" STING "Happy" FUGEES "Ready" JOURNEY "Woman" KENNY G "Moment" K-CI & JOJO "How"	WWSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards FUN FACTORY "Don't" OKUMBA ZOO "Child" AALIYAH "Knew" MONTELL JORDAN "Falling" R.E.M. "Me"	KDUK/Eugene, OR PD: Barry McGuire SPIRITS "Drive" TONI BRAXTON "Heart" WALLFLOWERS "Heartache" DC TALK "Just" WONDERS "Thing"	KRBE/Houston, TX PD: John Peake APD: Scotty Sparks MD: Jay Michaels 24 FUGEES "No"	WAOA/Melbourne, FL PD: Scott Chase MD: J.T. Daniels HOOTIE & BLOWFISH "Sad" NO MERCY "Where"	KJYO/Oklahoma City, OK PD: Mike McCoy MD: Jimmy Barreda 8 BECK "Where" ROBERT MILES "One" KIM STOCKWOOD "Jerk" SPIRITS "Drive"	WPRO/Providence, RI PD: Chris Shebel MD: Tony Mascaro REPUBLICA "Ready" ORIGINAL "Love" R.E.M. "Me"	KHTO/Springfield, MO PD: Dave Alexander MD: Ray Michaels HOOTIE & BLOWFISH "Sad" SHERYL CROW "Happy" DC TALK "Just"	WVFC/Wausau, WI PD: Rod Phillips MD: Jackie Johnson 7 ALANIS MORISSETTE "Head" 7 DC TALK "Just" 2 SHERYL CROW "Happy"	WZPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker 18 DC TALK "Just" R.E.M. "Me" WALLFLOWERS "Heartache"	WHY/Miami, FL PD: Rob Roberts MD: AJ Chio JOCELYN ENRIQUEZ "Miss" TONI BRAXTON "Heart"	KQKQ/Omaha, NE PD: Mike J. Steele MD: Jim Jamm DC TALK "Just" HOOTIE & BLOWFISH "Sad" BRYAN ADAMS "Let's" R.E.M. "Me"	WCCG/Raleigh, NC DM: Brian Burns PD: Kip Taylor 10 FUN LOVIN' CRIMINALS "Scooby" 7 MERRIL BAINBRIDGE "Mouth"	WMGI/Terre Haute, IN PD: Beau Richards MD: Rick D'Brien 40 GREASE MEGAMIX "Grease" 6 WONDERS "Thing" 4 GEGGY TAH "Whoever" CHARM FARM "Superstar"	WBHT/Wilkes-Barre, PA PD: Kati Kelly APD/MD: Danny Ocean 7 NO DOUBT "Speak" SUBLINE "What" WILD ORCHID "Night" EN VOGUE "Don't" BRAIDS "Bohemian"
KGOT/Anchorage, AK DM: Mark Murphy PD: Paul Walker MD: Roxy Lennox 7 GHOST TOWN DJ'S "Boo" TONI BRAXTON "Heart"	WNKS/Charlotte, NC PD: Brian Bridgman MD: Marcie Crescente 33 BRANDY "Sittin" SPIRITS "Drive" EN VOGUE "Don't" JOHN MELLENCAMP "Key"	WSTO/Evansville, IN PD: Barry Witherspoon 34 MELISSA ETHERIDGE "Nowhere" HOOTIE & BLOWFISH "Sad"	WAPE/Jacksonville, FL PD: Cal Thomas APD/MD: Tony Mann SHERYL CROW "Happy"	WVNO/Dallas, TX PD: John Roberts MD: Fernando Ventura FUN FACTORY "Don't" WILD ORCHID "Night"	WVNO/Cleveland, OH Interim PD/MD: Dave Eubanks MD: Action Jackson 20 DC TALK "Just" PUFF JOHNSON "Over"	WVNO/Knoxville, TN DM: Jim Richards PD: Rich Bailey ALANIS MORISSETTE "Head" WONDERS "Thing" PUFF JOHNSON "Over" NEW EDITION "Sail" REPUBLICA "Ready"	WRVQ/Richmond, VA PD: Lisa McKay APD/MD: Billy Suri WONDERS "Thing"	WKRZ/Wilkes-Barre, PA MD: Jerry Padden OKUMBA ZOO "Child" HOOTIE & BLOWFISH "Sad" VAN HALEN "Magic"	WZST/Chattanooga, TN PD: Robin Daniels APD/MD: Mike Gibson 7 BONE THUGS-N-HARMONY "Days" 6 R.E.M. "Me" 6 GEGGY TAH "Whoever" 5 STING "Happy" 3 SUBLINE "What" 3 SPIRITS "Drive" 2 ELTON JOHN "History" MICHAEL ENGLISH "Freedom"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards R.E.M. "Me" WONDERS "Thing" REPUBLICA "Ready"	WXXM/Myrtle Beach, SC PD: Nikki Nite MD: Wally B DC TALK "Just"	WVNO/Morgantown, WV PD/MD: Jon Anderson 9 WONDERS "Thing" 9 NICOLE "Long" R.E.M. "Me" WILD ORCHID "Night" REPUBLICA "Ready"	WVNO/Reading, PA PD: Al Burke MD: Mike Browne R.E.M. "Me" VAN HALEN "Magic"	WVNO/Trenton, NJ PD: Dave McKay APD/MD: Mike Kaplan 16 HOOTIE & BLOWFISH "Sad" 12 COUNTING CROWS "Angels" 10 VAN HALEN "Magic" 9 NO DOUBT "Speak" 7 JOURNEY "Woman"
WSTR/Atlanta, GA PD: Kevin Peterson MD: J.R. Armons 10 R.E.M. "Me"	WZNY/Augusta, GA PD: Bruce Stevens 17 HOOTIE & BLOWFISH "Blind" SUBLINE "What" ELTON JOHN "History" R.E.M. "Me" TONI BRAXTON "Heart"	WJMX/Florence, SC DM: Keith Mitchell MD: Jack Kahan R.E.M. "Me" DC TALK "Just" SUBLINE "What" EELS "Novocaine"	WVNO/Kansas City, MO PD: Jon Zellner 7 REPUBLICA "Ready" 7 R.E.M. "Me"	WVNO/Peoria, IL PD: B.J. Stone MD: Jack Shell 11 ELTON JOHN "History" 11 WONDERS "Thing" 11 TONI BRAXTON "Heart" 11 HOOTIE & BLOWFISH "Sad" 11 STING "Happy" 8 R.E.M. "Me" 8 MICHAEL ENGLISH "Freedom" 8 SPIRITS "Drive" 7 GREASE MEGAMIX "Grease" 6 TINA TURNER "Missing" 6 GEGGY TAH "Whoever" 5 NEVILLE & ROBERTSON "Crazy" 4 BRAIDS "Bohemian" 3 KEB' MO "Home" 2 KENNY G "Moment" 1 AALIYAH "Knew"	WVNO/Roanoke, VA DM/MD: Sammy Simpson APD/MD: Gary Blake DC TALK "Just" BABYFACE "Lover"	WVNO/Rochester, NY DM: Clarke Ingram APD/MD: J.J. Rice 13 TONI BRAXTON "Heart" 5 GHOST TOWN DJ'S "Boo" WILD ORCHID "Night" NEW EDITION "Sail"	WVNO/Tucson, AZ PD: Mark Todd MD: Valerie Knight BECK "Where"	WVNO/Yakima, WA PD: Michael Jack Kirby MD: Lisa Adams 10 BLESSID UNION OF... "Along"	WVNO/Wilmington, DE PD: Mike Somers MD: Mike Rossi FUN FACTORY "Don't"	WVNO/Wilkes-Barre, PA PD: Dan Bowen APD: Steve Douglas MD: Lee Cagle DC TALK "Just" FIONA APPLE "Shadowboxe" GEGGY TAH "Whoever"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"
WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"	WVNO/Wyoming, WY PD: Dan Stone MD: David Burns 21 ALANIS MORISSETTE "Head" 16 DC TALK "Just" 9 SHERYL CROW "Happy"

128 Total Reporters
128 Current Reporters
126 Current Playlists

Reported Frozen Playlist (1):
KHTY/Santa Barbara, CA

Did Not Report, Playlist Frozen (1):
WZYP/Huntsville, AL

CHR/POP PLAYLISTS

October 11, 1996 R&R • 65

FIND COMPLETE PLAYLISTS FOR ALL CHR/POP REPORTERS ON R&R ONLINE


MARKET #1	
 WHTZ/New York (212) 239-2300 Poleman/Bryant	
PLAYS	ARTIST/TITLE
3W	2W
58 54 54	52 DONNA LEWIS/I Love You Always
54 54 51	51 DISHWALLA/Counting Blue Cars
29 33 48	50 ALANIS MORISSETTE/Head Over Feet
51 52 56	49 NO DOUBT/Spiderwebs
38 37 38	46 OASIS/Don't Look Back
20 28 31	37 SHERYL CROW/If It Makes You...
38 37 35	37 CRANBERRIES/Free To Decide
27 28 34	36 GARBAGE/Stupid Girl
31 28 51	35 QUAD CITY DJ'S/C'mon 'N Ride It...
28 26 29	31 FUGEES/No Woman, No Cry
34 32 30	31 PRIMITIVE RADIO GODS/Standing Outside...
25 27 27	28 LOVE SHIP/LOVE/How Soon Is Now?
- 12 12	26 NO MERCY/Where Do You Go
- 12 12	26 EVERCLEAR/Santa Monica
25 21 14	25 JOHN MELLENCAMP/Key West...
17 16 15	25 MERRIL BAINBRIDGE/Mouth
23 14 18	25 ERIC CLAPTON/Change The World
3 1 8	24 BLUES TRAVELER/But Anyways
19 21 22	23 JANN ARDEN/Inesentive
- 12 23	22 CELINE DION/It's All Coming...
19 25 22	22 AMBER/This Is Your Night
12 10 17	21 LEAH ANDREONE/It's Alright...
- 16 17	21 WALLFLOWERS/6th Avenue Heartache
- 18 18	21 KUMBA ZDD/The Child (Inside)
- 11 19	20 31/1/Down
26 22 20	16 MELISSA ETHERIDGE/Nowhere To Go
10 11 10	14 BLUES TRAVELER/Hook
- 13 13	14 NO DOUBT/Just A Girl
- 13 13	14 EVERYTHING BUT...Missing
- 13 13	14 GIN BLOSSOMS/Follow You Down
3 3 7	12 AMANDA MARSHALL/Birmingham
- 10 12	12 P.O.E./Angry Johnny
40 49 15	12 JEWEL/Who Will Save...
28 28 21	12 ALANIS MORISSETTE/You Learn
15 13 13	11 TRACY CHAPMAN/Give Me One Reason
12 11 11	11 BUTTHOLE SURFERS/Pepper
- 10 10	11 PEARL JAM/Better Man
- 10 10	11 OASIS/Wonderwall


MARKET #2	
 KISFM/Los Angeles (818) 845-1027 Cook/Austin	
PLAYS	ARTIST/TITLE
3W	2W
88 85 83	83 AMBER/This Is Your Night
85 84 80	79 DONNA LEWIS/I Love You Always
- 21 42	66 ROBERT MILES/Children
47 42 43	66 NO MERCY/Where Do You Go
- 78 77 54	66 ALANIS MORISSETTE/Head Over Feet
83 76 72	45 ALANIS MORISSETTE/You Learn
43 46 42	43 BILLIE RAY MARTIN/Your Loving Arms
84 47 43	43 LA BOUCHE/Sweet Dreams
43 26 44	43 CRUSH/Jellyhead
43 45 41	42 QUAD CITY DJ'S/C'mon 'N Ride It...
18 38 38	40 JEWEL/Who Will Save...
19 19 15	39 GHOST TOWN DJ'S/My Boo
24 46 49	39 MARRIAH CAREY/Always Be My Baby
43 41 39	39 MERRIL BAINBRIDGE/Mouth
36 43 36	38 MARRIAH CAREY/Forever
41 44 38	37 GROOVE THEORY/Tell Me
- 31 40	36 CRANBERRIES/Free To Decide
57 40 39	31 CELINE DION/It's All Coming...
37 22 20	29 ALANIS MORISSETTE/Ironic
41 42 37	26 BONE THUGS-N-HARMONY/Tha Crossroads
22 23 22	22 QUAD CITY DJ'S/C'mon 'N Ride It...
23 28 22	22 KATALINA/DJ Girl
11 16 20	21 EVERYTHING BUT...Missing
21 24 20	19 L.L. COOL J/Loungin'
- 5 9	19 WORLD WIDE MESSAGE.../The Real Thing
38 24 25	17 COLOR ME BADD/The Earth...
15 18 15	17 LOS DEL RIO/BAYSIDE/Macarena
15 12 14	15 3T/Why
- 15 14	15 NEW EDITION/In Still In Love...
36 32 15	14 LA BOUCHE/Be My Lover
12 12 12	13 FUN FACTORY/Close To You
15 11 12	12 ERIC CLAPTON/Change The World
21 11 12	12 COOLIO/1,2,3,4 (Sumpin'...)
- 10 10	10 FUGEES/Killing Me Softly
- 10 10	10 SOPHIE B. HAWKINS/As I Lay Me Down
- 10 10	10 CELINE DION/It's All Coming...


MARKET #3	
 WIOQ/Philadelphia (610) 667-8100 Kalina/McGuire	
PLAYS	ARTIST/TITLE
3W	2W
62 50 64	74 CELINE DION/It's All Coming...
- 22 55	72 ALANIS MORISSETTE/Head Over Feet
65 61 69	71 DONNA LEWIS/I Love You Always...
50 63 53	66 2 UNLIMITED/Do What's Good...
62 64 50	66 TONI BRAXTON/You're Makin' Me...
64 52 47	49 KEITH SWEAT/Twisted
27 44 44	48 NO MERCY/Where Do You Go
41 45 42	48 TONY RICH PROJECT/Nobody Knows
64 52 43	46 R. KELLY/Can't Sleep
44 46 43	46 AMBER/This Is Your Night
25 44 45	44 CRUSH/Jellyhead
56 65 52	42 QUAD CITY DJ'S/C'mon 'N Ride It...
25 27 15	42 JOCELYN ENRIQUEZ/Do You Miss Me
26 59 51	41 GINA G/Ooh Ah, Just A...
43 51 48	33 LA BOUCHE/Sweet Dreams
- 23 32	32 EN VOUE/Don't Let Go (Love)
46 45 55	31 JEWEL/Who Will Save...
- 17 24	29 DENINE WICOLLAGE/Love Of A Lifetime
46 28 25	29 LE CLUCK/Twist Is The Night
5 18 21	29 LA BOUCHE/Fallin' In Love
40 53 33	28 TRACY CHAPMAN/Give Me One Reason
13 28 27	27 OUTHERE BROTHERS/Room Room Boom
31 24 27	27 DREAM WORLD/Dreamin' Up
31 26 27	27 EVERYTHING BUT...Missing
30 23 26	27 LIVIN' JOY/Dreamer
31 22 26	25 M.T.S./I'll Be Alright
- 25 25	25 GREASE MEGAMIX/Grease Megamix
50 42 31	24 GHOST TOWN DJ'S/My Boo
40 21 23	23 BONE THUGS-N-HARMONY/Tha Crossroads
16 18 23	23 WILD ORCHID/At Night I Pray
24 21 22	21 MARRIAH CAREY/Always Be My Baby
25 21 16	19 LA BOUCHE/Be My Lover
- 17 18	18 BRANDY/Sittin' Up In My...
35 24 19	16 FUGEES/No Woman, No Cry
22 18 15	15 COOLIO/1,2,3,4 (Sumpin'...)
7 16 15	15 L.L. COOL J/Loungin'
- 21 23	14 BRAIDS/Bohemian Rhapsody
18 16 13	13 NAS/I I Ruled The World
- 11 13	12 BONE THUGS-N-HARMONY/Days Of Our Lizev
- 9 5	6 MAXWELL/Ascension (Don't...)

MARKET #4	
 WPLY/Philadelphia (610) 565-8900 Tisa/Kubinski	
PLAYS	ARTIST/TITLE
3W	2W
45 46 43	46 GDO GOO DOLLS/Long Way Down
32 30 40	45 BLUES TRAVELER/But Anyways
46 45 43	45 ALANIS MORISSETTE/Head Over Feet
34 30 31	42 PATTI ROTHBERG/Inside
31 29 42	42 SHERYL CROW/If It Makes You...
34 44 45	41 JEWEL/Who Were Meant...
43 43 40	40 DONNA LEWIS/I Love You Always...
30 31 41	40 REFRESHMENTS/Banditos
31 29 32	40 CRANBERRIES/Free To Decide
32 32 30	32 BUTTHOLE SURFERS/Pepper
29 31 30	31 BETTER THAN EZRA/King Of New Orleans
42 30 40	31 OASIS/Don't Look Back...
38 45 33	30 BUSH/Machinehead
36 46 30	30 NO DOUBT/Spiderwebs
29 31 27	30 CURE/Mnt Car
20 30 30	30 EEL'S/Novocaine For...
42 46 35	30 SMASHING PUMPKINS/Tonight, Tonight
29 29 30	30 WALLFLOWERS/6th Avenue Heartache
31 29 30	29 DAVE MATTHEWS BAND/So Much To Say
16 27 29	29 REPUBLICA/Ready To Go
18 31 30	29 PEARL JAM/Who You Are
46 29 29	29 NIXONS/Sister
34 26 24	27 LENNY KRAVITZ/Can't Get You Oh...
22 20 18	27 WHYY/STOR/Lack Of Water
- 22 24	26 R.E.M./Bittersweet Me
32 30 30	25 GARBAGE/Stupid Girl
- 13 15	24 CHALK/What I Got
8 14 21	24 SUBL FARM/Lie On Lie
- 13 21	23 COUNTING CROWS/Angels Of...
19 22 19	21 BARENAKED LADIES/The Old Apartment
10 11 16	19 POE/Angry Johnny
8 29 12	18 PAUL WESTERBERG/Love Untold
7 7 5	17 GIN BLOSSOMS/As Long As It...
13 15 17	16 311/Down
26 26 18	13 NATALIE MERCHANT/Jealousy
- 9 13	13 GEGGY TAH/Whoever You Are
7 12 9	11 D.O.G.'S EYE VIEW/Small Wonders
21 17 15	10 LEAH ANDREONE/It's Alright...
- 9 9	9 NIRVANA/Aneurysm
- 5 6	7 SARAH MCLACHLAN/Possession

MARKET #7	
106.1 KISS FM (214) 891-3400 Lambert/Reynolds	
PLAYS	ARTIST/TITLE
3W	2W
44 79 84	85 NO MERCY/Where Do You Go
78 86 85	85 CRUSH/Jellyhead
71 80 85	84 DONNA LEWIS/I Love You Always...
39 62 66	77 QUAD CITY DJ'S/C'mon 'N Ride It...
71 80 76	73 ALANIS MORISSETTE/You Learn
30 45 50	51 MARRIAH CAREY/Always Be My Baby
47 49 49	51 AMBER/This Is Your Night
45 26 29	51 TONY RICH PROJECT/Nobody Knows
46 46 47	48 LA BOUCHE/Sweet Dreams
50 46 49	43 COLOR ME BADD/The Earth...
23 39 41	40 ROBERT MILES/Children
- 32 39	39 MERRIL BAINBRIDGE/Mouth
35 40 39	35 FUGEES/Killing Me Softly
43 53 32	31 EVERYTHING BUT...Missing
25 30 28	30 COOLIO/1,2,3,4 (Sumpin'...)
28 26 30	29 SOPHIE B. HAWKINS/As I Lay Me Own
18 28 29	28 LA BOUCHE/Be My Lover
- 26 26	26 GDO GOO DOLLS/Nov
23 25 24	25 KEITH SWEAT/Twisted
5 27 21	22 CELINE DION/It's All Coming...
16 20 21	21 GHOST TOWN DJ'S/My Boo
18 21 23	21 2 UNLIMITED/Get Ready For/His
19 20 20	20 REAL MCCOY/Another Night
- 19 19	19 ALANIS MORISSETTE/Head Over Feet
- 18 22	19 PLANET SOUL/Set U Free
16 18 20	19 MONTELL JORDAN/This Is How We Do It
- 21 19	19 REAL MCCOY/Run Away
44 29 19	19 TLC/Waterfalls
65 43 37	18 CELINE DION/It's All Coming...
- 5 17	18 NEW EDITION/In Still In Love...
31 24 21	18 ALANIS MORISSETTE/Ironic
15 16 19	17 SNAP/Rhythm Is A Dancer
39 44 41	16 3T/Anything
44 34 21	16 BRANDY/Sittin' Up In My...
20 15 16	16 CORONA/The Rhythm Of...
7 25 24	15 BRAIDS/Bohemian Rhapsody
6 12 10	15 ERIC CLAPTON/Change The World
- 14 14	14 FUN FACTORY/Close To You
14 16 13	12 3T/Why
5 14 13	11 PRIMITIVE RADIO GODS/Standing Outside...

MARKET #8	
 WWZZ/Washington (301) 894-1041 O'Brian/Ross	
PLAYS	ARTIST/TITLE
3W	2W
68 69 67	70 DONNA LEWIS/I Love You Always
68 69 68	70 FUGEES/No Woman, No Cry
59 68 68	70 REAL MCCOY/Another Night
68 68 68	70 QUAD CITY DJ'S/C'mon 'N Ride It...
58 67 67	68 ALANIS MORISSETTE/You Learn
68 67 67	67 LA BOUCHE/Be My Lover
- 22 30	56 ALANIS MORISSETTE/Head Over Feet
38 62 68	51 CELINE DION/It's All Coming...
40 41 43	45 BONE THUGS-N-HARMONY/Tha Crossroads
42 39 41	44 LIVIN' JOY/Dreamer
40 42 41	43 FUN FACTORY/Wanna Be With U
41 42 42	42 COOLIO/1,2,3,4 (Sumpin'...)
39 41 41	42 EVER/THING BUT...Missing
37 41 41	41 TONI BRAXTON/You're Makin' Me
58 50 39	40 NICKI FRENCH/Total Eclipse Of...
32 35 34	34 NEW EDITION/In Still In Love...
32 35 32	34 LA BOUCHE/Sweet Dreams
36 35 36	32 FUGEES/Killing Me Softly
38 37 35	31 COLOR ME BADD/The Earth...
36 33 29	29 R. KELLY/Can't Sleep
12 26 31	29 JEWEL/Who Will Save...
28 28 28	28 GROOVE THEORY/Tell Me
- 41 43	27 GABRIELLE/Dreams
21 22 21	20 EVERYTHING BUT...Missing
- 9 17	19 MAXI PRIEST/FSHAGGY/That Girl
19 20 21	19 LOS DEL RIO/BAYSIDE/Macarena
19 20 19	19 TRACY CHAPMAN/Give Me One Reason
12 15 13	18 CRUSH/Jellyhead
- 17 10	17 NO MERCY/Where Do You Go
- 17 14	17 LA BOUCHE/Fallin' In Love
14 18 21	17 SMASHING PUMPKINS/1979
16 20 19	17 CRYSTAL WATERS/100% Pure Love
16 12 10	16 REAL MCCOY/Run Away
15 18 13	16 INI KAMOZE/Here Comes...
- 9 13	16 LE CLUCK/Twist Is The Night
15 13 17	14 TONY RICH PROJECT/Nobody Knows
13 14 18	13 BRANDY/Sittin' Up In My...
6 8 10	9 PLANET SOUL/Set U Free
10 10 9	9 CELINE DION/It's All Coming...
16 15 14	4 ALANIS MORISSETTE/Ironic

MARKET #9	
 KRBE/Houston (713) 266-1000 Peake/Michaels	
PLAYS	ARTIST/TITLE
3W	2W
51 49 58	58 NO MERCY/Where Do You Go
54 58 58	56 DONNA LEWIS/I Love You Always...
52 51 49	49 PRIMITIVE RADIO GODS/Standing Outside...
43 36 48	45 LA BOUCHE/Sweet Dreams
44 43 41	36 ERIC CLAPTON/Change The World
32 32 31	35 BUTTHOLE SURFERS/Pepper
38 37 32	35 DISHWALLA/Counting Blue Cars
35 34 35	35 ALANIS MORISSETTE/Head Over Feet
- 5 27	33 JOURNEY/When You Love...
44 41 32	33 LA BOUCHE/Be My Lover
42 43 41	32 NO DOUBT/Spiderwebs
32 33 32	32 QUAD CITY DJ'S/C'mon 'N Ride It...
32 33 32	32 NIXONS/Sister
19 26 28	32 CRUSH/Jellyhead
- 31 31	31 NO DOUBT/Don't Speak
21 28 23	29 P.O.E./Angry Johnny
9 22 29	29 CRANBERRIES/Free To Decide
17 22 28	28 KUMBA ZDD/The Child (Inside)
46 44 44	24 FUGEES/No Woman, No Cry
21 23 21	21 EVERYTHING BUT...Missing
14 9 23	21 JANN ARDEN/Inesentive
- 21 21	21 ROBERT MILES/One And One
17 19 20	19 REAL MCCOY/Another Night
15 14 16	17 MERRIL BAINBRIDGE/Mouth
19 16 15	17 WALLFLOWERS/6th Avenue Heartache
15 13 14	16 COLLECTIVE SOUL/The World I Know
16 16 16	16 COUNTING CROWS/Mr. Jones
21 22 14	15 ALANIS MORISSETTE/Ironic
18 16 15	15 BLUES TRAVELER/Run-Around
- 14 14	14 OOG'S EYE VIEW/Everything Falls...
15 11 10	13 SHERYL CROW/If It Makes You...
14 15 14	13 HADDAWAY/What Is Love
11 12 13	13 EVERCLEAR/Santa Monica
11 14 13	13 SMASHING PUMPKINS/1979
32 40 25	12 FUGEES/Killing Me Softly
11 12 12	12 DAVE MATTHEWS BAND/What Would You Say
15 17 12	12 GARBAGE/Stupid Girl
- 12 12	12 SARAH MCLACHLAN/Possession
- 12 12	12 INI KAMOZE/Here Comes...
7 8 11	11 MELISSA ETHERIDGE/Nowhere To Go

MARKET #10	
 WXKS/Boston (617) 396-1430 Ivey/Bonnie	
PLAYS	ARTIST/TITLE
3W	2W
60 60 62	63 DONNA LEWIS/I Love You Always...
54 58 57	61 JEWEL/Who Will Save...
38 37 50	61 NO MERCY/Where Do You Go
58 57 61	60 ALANIS MORISSETTE/Head Over Feet
40 58 62	60 CELINE DION/It's All Coming...
59 48 53	58 CRANBERRIES/Free To Decide
39 40 39	40 DISHWALLA/Counting Blue Cars
41 34 33	39 JANN ARDEN/Inesentive
11 38 30	38 BLUES TRAVELER/But Anyways
22 23 35	35 AMBER/This Is Your Night
36 28 23	35 SMASHING PUMPKINS/

CHR/POP PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL CHR/POP REPORTERS ON R&R ONLINE

Market #20: KZZP/Phoenix 104.7 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #21: WFLZ/Tampa 93.3 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #22: WJMJ/Cleveland 92.3 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #23: KHHT/Denver K-HITS 107.5 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #24: KKRZ/Portland, OR Z100. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #25: WKQR/Cincinnati Q102. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #26: KMXV/Kansas City Mix 93.3 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #31: WPRO/Providence 92.1 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #32: WNCI/Columbus, OH WNCI 97.9 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #33: WNVZ/Norfolk Z104. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #38: WZPL/Indianapolis 98.5 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #37: WKNS/Charlotte Mix 95.1 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #38: KHOM/New Orleans Mix 104.1 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #38: WEZB/New Orleans B-97. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

Market #39: WXKL/Orlando 106.7 FM. Playlist table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE.

CHR/POP PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL CHR/POP REPORTERS ON R&R ONLINE

		MARKET #40
WKSE/Bufalo (716) 884-5101 O'Neil/Universal		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
55 59 57 62	QUAD CITY DJ'S/C'mon 'N Ride It...	
56 54 56 61	DONNA LEWIS/I Love You Always...	
54 52 56 55	GOO GOO DOLLS/Long Way Down	
53 57 51 54	ALANIS MORISSETTE/You Learn	
44 43 51 54	JANN ARDEN/Insensitive	
51 57 52 53	ALANIS MORISSETTE/Head Over Feet	
51 51 52 52	CELINE DION/It's All Coming...	
43 40 46 52	R. KELLY/I Can't Sleep...	
27 20 37 43	SHERYL CROW/If It Makes You...	
39 42 43 41	NO DOUBT/Just A Girl	
50 48 46 41	OUTHERE BROTHERS/Boom Boom Boom	
51 51 41 41	OASIS/Champagne Supernova	
39 39 43 40	KEITH SWEAT/Twisted	
24 22 38 40	OASIS/Don't Look Back...	
43 43 44 40	JEWEL/Who Will Save...	
41 41 43 39	TONI BRAXTON/You're Makin' Me...	
27 26 27 39	NO DOUBT/Spiderwebs	
21 39 36 35	CELINE DION/Because You Loved Me	
- - - - 25	EN VOEGUE/Don't Let Go (Love)	
18 20 21 28	L.L. COOL J/Loungin'	
18 24 26 27	AMANDA MARSHALL/Birmingham	
24 21 26 26	MERRIL BAINBRIDGE/Mouth	
23 25 29 26	NEW EDITION/I'm Still In Love...	
15 20 20 21	HOOTIE & BLOWFISH/Tucker's Town	
21 18 28 21	GHOST TOWN DJ'S/My Boo	
24 21 20 20	GARBAGE/Stupid Girl	
- - - - 19	BARENKATED LADIES/The Old Apartment	
- - - - 18	CRANBERRIES/Free To Decide	
- - - - 16	OKUMBA ZOO/The Child (Inside)	
- - - - 19	LOS DEL RIO/BAYSIDE/Macarena	
6 22 21 19	GINA G/Ooh Ah, Just A...	
44 43 18 18	LIVIN' ON A PRAYER	
16 19 15 18	NAS/If I Ruled The World	
18 15 18 18	LA BOUCHE/Be My Lover	
18 16 16 18	REAL MCCOY/Automatic Lover	
15 15 15 18	MARIAH CAREY/Always Be My Baby	
16 18 15 17	FUN FACTORY/Close To You	
18 17 - - -	EVERYTHING BUT.../Missing	
- - - - 16	JOURNEY/When You Love...	
- - - - 16	LA BOUCHE/Fallin' In Love	

		MARKET #41
WKSS/Hartford (860) 524-7819 Jones/Fox		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
63 63 58 54	DONNA LEWIS/I Love You Always...	
25 40 42 44	CELINE DION/It's All Coming...	
60 59 45 44	ERIC CLAPTON/Change The World	
49 48 48 43	ALANIS MORISSETTE/Head Over Feet	
46 47 40 37	JANN ARDEN/Insensitive	
48 47 47 37	NO MERCY/Where Do You Go	
47 42 41 36	DISHWALLA/Counting Blue Cars	
31 33 27 28	FUGEES/No Woman, No Cry	
44 28 28 28	TONI BRAXTON/You're Makin' Me...	
31 31 24 26	LA BOUCHE/Sweet Dreams	
15 29 29 25	AMBER/This Is Your Night	
26 30 27 25	ALANIS MORISSETTE/You Learn	
- - - - 5	EN VOEGUE/Don't Let Go (Love)	
38 47 37 25	JEWEL/Who Will Save...	
30 31 35 23	COLOR ME BADD/The Earth...	
- - - - 21	BLUES TRAVELER/But Anyway	
26 19 17 20	BLUES TRAVELER/Hook	
9 16 19 19	KEITH SWEAT/Twisted	
21 18 14 17	COLLECTIVE SOUL/The World I Know	
18 17 16 17	QUAD CITY DJ'S/C'mon 'N Ride It...	
13 16 16 17	BLUES TRAVELER/Run-Around	
20 16 16 16	NO DOUBT/Spiderwebs	
18 17 16 15	OGG'S EYE VIEW/Everything Falls...	
30 21 22 15	HOOTIE & BLOWFISH/Go Blind	
10 10 12 12	HOOTIE & BLOWFISH/Tucker's Town	
5 5 5 12	NEW EDITION/I'm Still In Love...	
- - - - 12	DC TALK/Just Between You...	
5 5 5 12	MELISSA ETHERIDGE/Nowhere To Go	
- - - - 10	HOOTIE & BLOWFISH/Sad Caper	
- - - - 8	R.E.M./Bittersweet Me	
5 9 6 6	MERRIL BAINBRIDGE/Mouth	
5 5 5 6	AMANDA MARSHALL/Birmingham	
6 10 8 6	R. KELLY/I Can't Sleep...	
6 9 5 6	BRYAN ADAMS/Let's Make A...	
- - - - 5	BABYFACE/This Is For...	
11 5 5 5	JOHN MELLENCAMP/Key West...	
5 6 5 5	BAYSIDE BOYS/Caliene	
11 14 9 9	CELINE DION/Because You Loved Me	
- - - - 10	GOO GOO DOLLS/Name	
9 5 5 5	BRADIS/Bohemian Rhapsody	

		MARKET #44
WRVW/Nashville (615) 664-2400 Quinn/Scotter		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
23 29 33 53	DISHWALLA/Counting Blue Cars	
22 27 51 52	CELINE DION/It's All Coming...	
15 14 35 52	BRYAN ADAMS/Let's Make A...	
52 44 39 52	ALANIS MORISSETTE/You Learn	
28 36 52 51	DONNA LEWIS/I Love You Always...	
23 21 25 32	AMANDA MARSHALL/Birmingham	
17 17 30 32	PHIL COLLINS/Dance Into The Light	
25 17 23 29	MELISSA ETHERIDGE/Nowhere To Go	
28 26 27 29	LENNY KRAVITZ/Can't Get You Off...	
- - - - 8	JOURNEY/When You Love...	
20 15 31 27	NO MERCY/Where Do You Go	
- 14 26 25	ALANIS MORISSETTE/Head Over Feet	
29 16 29 24	JEWEL/Who Will Save...	
- 13 20 21	WONDERS/That Thing You Do!	
53 52 39 21	ERIC CLAPTON/Change The World	
13 14 20 21	TRACY CHAPMAN/New Beginning	
28 27 25 19	JOHN MELLENCAMP/Key West...	
8 12 19 19	MERRIL BAINBRIDGE/Mouth	
17 17 18 18	ACE OF BASE/Lucky Love	
15 15 17 18	BLESSID UNION OF.../Let Me Be The One	
19 29 23 18	LA BOUCHE/Sweet Dreams	
30 22 16 16	FOO FIGHTERS/Big Me	
13 11 15 16	NATALIE MERCHANT/Wonder	
30 13 15 16	OGG'S EYE VIEW/Everything Falls...	
32 17 19 16	MARIAH CAREY/Always Be My Baby	
14 18 16 16	DEL AMITRI/Roll To Me	
15 13 15 15	COLLECTIVE SOUL/The World I Know	
- 15 17 15	GIN BLOSSOMS/Til I Hear It...	
40 51 36 14	NATALIE MERCHANT/Jalousy	
16 14 14 14	TONY RICH PROJECT/Nobody Knows	
21 23 8 13	COLOR ME BADD/The Earth...	
- - - - 13	GOO GOO DOLLS/Name	
52 49 41 12	BLESSID UNION OF.../All Along	
30 24 - - -	JANN ARDEN/Insensitive	
14 - - - 12	FUN FACTORY/Wanna B With U	
- 6 16 11	SHERYL CROW/If It Makes You...	
- - - - 12	AMBER/This Is Your Night	
- - - - 9	EN VOEGUE/Don't Let Go (Love)	
9 17 11 8	INTRIGUE/If You Ever...	

		MARKET #45
WPXY/Rochester, NY (716) 454-2600 Ingram/Rice		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
42 50 60 55	DONNA LEWIS/I Love You Always...	
55 53 52 53	CELINE DION/It's All Coming...	
42 43 53 50	ALANIS MORISSETTE/You Learn	
48 48 45 49	TRACY CHAPMAN/Give Me One Reason	
51 51 45 45	NATALIE MERCHANT/Wonder	
34 35 41 44	QUAD CITY DJ'S/C'mon 'N Ride It...	
39 40 46 40	GIN BLOSSOMS/Follow You Down	
34 36 45 38	ALANIS MORISSETTE/Head Over Feet	
45 43 27 37	COLLECTIVE SOUL/The World I Know	
33 31 31 37	MERRIL BAINBRIDGE/Mouth	
35 35 37 34	NO MERCY/Where Do You Go	
27 26 36 33	CRANBERRIES/Free To Decide	
23 24 27 32	JEWEL/Who Will Save...	
26 27 34 31	HOOTIE & BLOWFISH/Go Blind	
16 22 30 30	CELINE DION/Because You Loved Me	
25 27 33 29	AMBER/This Is Your Night	
8 18 24 28	NATALIE MERCHANT/Jalousy	
24 19 32 23	ERIC CLAPTON/Change The World	
25 25 25 21	JANN ARDEN/Insensitive	
27 25 28 20	COLOR ME BADD/The Earth...	
30 29 16 20	MARIAH CAREY/Forever	
- 13 21 20	LA BOUCHE/Be My Lover	
21 21 22 20	BLUES TRAVELER/Run-Around	
- 11 20 19	GOO GOO DOLLS/Name	
10 15 14 18	DISHWALLA/Counting Blue Cars	
23 19 23 17	JOHN MELLENCAMP/Key West...	
15 26 25 17	BLUES TRAVELER/But Anyway	
23 27 18 17	BLESSID UNION OF.../All Along	
- 7 20 17	JOURNEY/When You Love...	
- 15 16 16	SEAL/Kiss From A Rose	
18 17 11 16	EVERYTHING BUT.../Missing	
19 20 19 15	NO DOUBT/Spiderwebs	
12 12 18 14	OKUMBA ZOO/The Child (Inside)	
- 5 14 14	KEITH SWEAT/Twisted	
- - - - 14	DAVE MATTHEWS BAND/Ants Marching	
- 5 14 13	ALANIS MORISSETTE/Right Through You	
- - - - 13	TONI BRAXTON/Un-break My Heart	
21 21 20 13	EDWIN MCCAIN/Solitude	
21 19 12 13	TLC/Waterfalls	

		MARKET #49
WJLX/Louisville (502) 589-4800 Matthews/Rite		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
52 48 52 47	DONNA LEWIS/I Love You Always...	
46 48 50 44	CELINE DION/It's All Coming...	
24 23 42 43	QUAD CITY DJ'S/C'mon 'N Ride It...	
45 45 47 42	BRANDY/Sittin' Up In My...	
20 21 34 33	MERRIL BAINBRIDGE/Mouth	
40 30 31 33	JEWEL/Who Will Save...	
- - - - 26	JOURNEY/When You Love...	
20 14 15 30	PRIMITIVE RADIO/GCD'S/Standing Outside...	
32 28 40 29	MARIAH CAREY/Forever	
22 22 33 29	BRYAN ADAMS/Let's Make A...	
46 44 39 28	ERIC CLAPTON/Change The World	
29 29 34 28	CRANBERRIES/Free To Decide	
45 44 37 28	TONI BRAXTON/You're Makin' Me...	
17 15 30 27	JOHN MELLENCAMP/Key West...	
16 14 17 21	SHERYL CROW/If It Makes You...	
48 45 45 21	ALANIS MORISSETTE/You Learn	
44 45 35 31	HOOTIE & BLOWFISH/Tucker's Town	
25 14 19 18	OASIS/Champagne Supernova	
28 17 17 17	NO MERCY/Where Do You Go	
16 13 20 17	JANN ARDEN/Insensitive	
39 28 24 17	TRACY CHAPMAN/Give Me One Reason	
11 12 15 16	KEITH SWEAT/Twisted	
9 12 16 19	R. KELLY/I Can't Sleep...	
- 6 9 16	WONDERS/That Thing You Do!	
- 8 16 14	INTRIGUE/If You Ever...	
15 15 15 15	AMANDA MARSHALL/Birmingham	
11 11 13 14	NO DOUBT/Spiderwebs	
17 12 19 14	TONY RICH PROJECT/Nobody Knows	
23 16 17 13	MELISSA ETHERIDGE/Nowhere To Go	
8 6 9 13	WALLFLOWERS/6th Avenue Heartache	
- 7 14 12	PHIL COLLINS/Dance Into The Light	
16 13 16 12	ONCE BLUE/Save Me	
14 14 17 11	PATTI ROTHBERG/Inside	
- - - - 11	DC TALK/Just Between You...	
- - - - 11	BECK/Where It's At	
- - - - 12	EN VOEGUE/Don't Let Go (Love)	
- - - - 10	HOOTIE & BLOWFISH/Sad Caper	
12 5 10 9	KIM STOCKWOOD/Jerk	
6 6 9 9	REPUBLICA/Ready To Go	

		MARKET #50
WDCG/Raleigh-Durham (919) 361-1051 Taylor		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
50 48 44 47	BLUES TRAVELER/But Anyway	
19 20 27 46	DUNCAN SHEIK/Barely Breathing	
31 35 55 46	SHERYL CROW/If It Makes You...	
34 39 54 46	BUTTHOLE SURFERS/Pepper	
52 50 42 44	PRIMITIVE RADIO/GCD'S/Standing Outside...	
14 16 28 44	SUBLIME/What I Got	
19 23 37 39	R.E.M./Bittersweet Me	
19 16 25 34	TRACY CHAPMAN/New Beginning	
29 29 31 30	NO DOUBT/Spiderwebs	
13 17 14 30	GARBAGE/Stupid Girl	
9 13 27 27	311/Down	
19 21 20 26	OASIS/Don't Look Back...	
21 19 21 26	BECK/Where It's At	
21 18 12 24	SMASHING PUMPKINS/1979	
38 37 35 23	DONNA LEWIS/I Love You Always...	
- - - - 6	DC TALK/Just Between You...	
37 38 38 18	ERIC CLAPTON/Change The World	
44 40 26 17	DAVE MATTHEWS BAND/So Much To Say	
44 45 44 17	DISHWALLA/Counting Blue Cars	
9 10 10 15	EELS/Novocaine For...	
13 12 11 13	JOAN OSBORNE/St. Teresa	
- - - - 13	BETTER THAN EZRA/King Of New Orleans	
8 11 11 12	OGG'S EYE VIEW/Everything Falls...	
- - - - 12	REPUBLICA/Ready To Go	
11 12 11 12	WALLFLOWERS/6th Avenue Heartache	
- 5 12 11	GOO GOO DOLLS/Name	
- 12 17 11	JOURNEY/When You Love...	
- 4 10 11	PHIL COLLINS/Dance Into The Light	
- 2 11 11	OGG'S EYE VIEW/Everything Falls...	
16 15 12 11	NATALIE MERCHANT/Jalousy	
- - - - 10	FUNK LOVIN' CRIMINALS/Scooby Snacks	
- - - - 10	FOLK IMPLOSION/Natural One	
9 9 9 9	TRACY BONHAM/The One	
- - - - 7	MERRIL BAINBRIDGE/Mouth	
22 21 21 7	POE/Angry Johnny	

		MARKET #51
KJYO/Oklahoma City (405) 840-5271 McCoy/Barreda		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
60 58 58 60	DONNA LEWIS/I Love You Always...	
62 60 59 58	TONI BRAXTON/You're Makin' Me...	
31 31 35 52	PRIMITIVE RADIO/GCD'S/Standing Outside...	
- - - - 37	OGG'S EYE VIEW/Everything Falls...	
22 35 40 39	KEITH SWEAT/Twisted	
11 16 24 35	QUAD CITY DJ'S/C'mon 'N Ride It...	
41 31 34 34	ERIC CLAPTON/Change The World	
30 28 26 24	SHERYL CROW/If It Makes You...	
59 63 60 32	BLESSID UNION OF.../All Along	
31 31 32 32	OASIS/Don't Look Back...	
8 12 14 32	COLOR ME BADD/Sexual Capacity	
29 14 22 31	JOHN MELLENCAMP/Key West...	
9 14 26 31	CELINE DION/It's All Coming...	
54 33 25 30	DISHWALLA/Counting Blue Cars	
17 13 13 30	NATALIE MERCHANT/Jalousy	
- - - - 31	DC TALK/Just Between You...	
8 10 16 26	WILD ORCHID/At Night I Pray	
15 24 24 24	MERRIL BAINBRIDGE/Mouth	
29 33 31 23	GHOST TOWN DJ'S/My Boo	
25 13 21 22	NO MERCY/Where Do You Go	
30 19 25 21	NO DOUBT/Spiderwebs	
31 31 16 18	BRYAN ADAMS/Let's Make A...	
10 12 12 16	MAXWELL/Ascension (Don't...)	
8 12 17 16	OKUMBA ZOO/The Child (Inside)	
- - - - 10	JOURNEY/When You Love...	
38 37 36 14	TRACY CHAPMAN/Give Me One Reason	
- 5 12 12	GEGGY TAA/Whoever You Are	
5 7 6 11	NEW EDITION/I'm Still In Love...	
- - - - 11	HOOTIE & BLOWFISH/Sad Caper	
- - - - 5	WONDERS/That Thing You Do!	
7 8 6 9	MELISSA ETHERIDGE/Nowhere To Go	
- - - - 8	BECK/Where It's At	
13 11 6 6	WALLFLOWERS/6th Avenue Heartache	
5 7 6 8	FUN FACTORY/Don't Go Away	
- - - - 5	SUBLIME/What I Got	
7 7 6 7	BRANDY/TAMIA.../Missing You	
9 8 7 7	PATTI ROTHBERG/Inside	
7 7 6 7	TRACY CHAPMAN/New Beginning	
7 6 6 7	WARREN G./What's Love Got To...	
6 10 10 7	REPUBLICA/Ready To Go	

		MARKET #52
WGTV/Dayton (513) 294-5858 Luczak/Corbett		
PLAYS	ARTIST/TITLE	
3W 2W 1W TW		
11 8 48 61	CELINE DION/It's All Coming...	
39 49 63 61	QUAD CITY DJ'S/C'mon 'N Ride It...	
59 60 62 61	TONI BRAXTON/You're Makin' Me...	
30 37 53 55	ALANIS MORISSETTE/Head Over Feet	
26 34 51 41	NO MERCY/Where Do You Go	
51 61 46 46	PRIMITIVE RADIO/GCD'S/Standing Outside...	
58 61 61 42	JEWEL/Who Will Save...	
45 44 41 39	KEITH SWEAT/Twisted	
31 35 40 39	BRANDY/Sittin' Up In My...	
34 32 35 39	FUGEES/Killing Me Softly	
- 12 27 37	M.T.S./I'll Be Alright	
57 46 35 30	DONNA LEWIS/I Love You Always...	
24 35 39 33	MERRIL BAINBRIDGE/Mouth	
35 36 33 33	SHW/You're The One	
32 - - - 26	TRACY CHAPMAN/Give Me One Reason	
42 35 29 31	COLOR ME BADD/The Earth...	
21 25 28 26	ALANIS MORISSETTE/Ironic	
- - - - 19	JOURNEY/When You Love...	
40 45 35 24	R. KELLY/I Can't Sleep...	
- - - - 23	AMBER/This Is Your Night	
32 20 22 22	ALANIS MORISSETTE/You Learn	
24 26 23 21	BONE THUGS-N-HARMONY/The Crossroads	
12 12 10 20	L.L. COOL J/Loungin'	
39 44 28 20	NO DOUBT/Spiderwebs	
38 33 31 20	DISHWALLA/Counting Blue Cars	
- 10 17 18	SHERYL CROW/If It Makes You...	
10		

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	KEITH SWEAT Twisted (Elektra/EEG)	1804	1900	2002	2034	34/0
3	2	2	2	DONNA LEWIS I Love You Always Forever (Atlantic)	1546	1626	1624	1628	30/0
7	7	5	3	AZ YET Last Night (LaFace/Arista)	1426	1364	1207	1165	32/1
6	4	4	4	BONE THUGS-N-HARMONY Days Of Our Lives (EastWest/EEG)	1384	1424	1339	1285	37/0
2	3	3	5	GHOST TOWN DJ'S My Boo (So So Def/Columbia)	1355	1515	1604	1701	32/0
18	12	10	6	BLACKSTREET No Diggity (Interscope)	1246	1088	863	689	34/2
10	9	7	7	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	1223	1211	1127	1007	30/0
4	5	6	8	L.L. COOL J Loungin (Def Jam/RAL/Mercury)	1181	1263	1242	1377	28/0
9	8	9	9	NO MERCY Where Do You Go (Arista)	1104	1095	1185	1071	26/0
5	6	8	10	TONI BRAXTON You're Makin' Me High (LaFace/Arista)	1057	1159	1214	1338	23/0
13	11	11	11	NEW EDITION I'm Still In Love With You (MCA)	1030	1032	978	758	33/0
—	32	13	12	BABYFACE This Is For The Lover In You (Epic)	1001	867	381	—	35/0
8	10	12	13	R. KELLY I Can't Sleep Baby (If I) (Jive)	973	1007	1038	1121	25/0
14	16	15	14	GINUWINE Pony (550 Music)	968	857	735	742	26/2
—	47	21	15	KEITH SWEAT Nobody (Elektra/EEG)	910	611	261	107	28/5
11	13	14	16	QUAD CITY DJ'S C'mon... (Quadra Sound/Big Beat/Atlantic)	906	862	857	861	23/0
—	45	20	17	EN VOGUE Don't Let Go (Love) (EastWest/EEG)	842	642	267	—	30/0
—	26	19	18	BRAIDS Bohemian Rhapsody (Big Beat/Atlantic)	809	650	447	191	25/4
BREAKER	19	19	19	TONI BRAXTON Un-break My Heart (LaFace/Arista)	733	487	243	73	29/3
16	14	16	20	112 Only You (Bad Boy/Arista)	691	803	796	715	17/0
15	15	17	21	SHADES Tell Me (I'll Be Around) (Motown)	681	740	748	725	21/0
22	17	18	22	SWV Use Your Heart (RCA)	593	664	703	622	21/0
32	24	25	23	DRU HILL Tell Me (Island)	586	538	495	396	21/0
28	20	23	24	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)	574	558	573	457	23/0
BREAKER	25	25	25	CELINE DION It's All Coming Back To Me Now (550 Music)	574	450	381	309	17/3
23	22	26	26	AMBER This Is Your Night (Tommy Boy)	546	517	526	594	15/1
BREAKER	27	27	27	MAXWELL Ascension (Don't Ever Wonder) (Columbia)	543	473	402	416	21/0
17	19	24	28	JOCELYN ENRIQUEZ Do You Miss Me (Classified)	509	556	632	703	14/0
12	18	22	29	NAS If I Ruled The World (Columbia)	478	600	652	839	13/0
46	39	32	30	MONTELL JORDAN Falling (Def Jam/RAL/Mercury)	467	390	318	262	20/4
25	27	34	31	MARIAH CAREY Forever (Columbia)	394	361	429	519	11/1
39	31	30	32	SALT-N-PEPA Champagne (MCA)	358	407	390	320	21/0
48	46	43	33	ANGELINA I Don't Need Your Love (Upstairs)	342	286	266	251	13/3
19	21	33	34	TOTAL Kissin' You (Bad Boy/Arista)	335	389	556	660	12/0
30	30	35	35	CASE F/FOXXY BROWN Touch Me... (Def Jam/RAL/Mercury)	329	352	394	419	9/0
29	38	36	36	WARREN G What's Love Got To Do With It (Interscope)	326	338	327	429	10/0
40	40	42	37	ALANIS MORISSETTE You Learn (Maverick/Reprise)	314	291	295	311	6/0
38	36	40	38	RICKY MARTIN Maria (Sony Latin)	302	322	328	328	7/0
37	37	38	39	702 Steelo (Biv 10/Motown)	297	332	327	333	13/1
34	43	45	40	NEW EDITION Hit Me Off (MCA)	295	272	274	366	9/0
DEBUT	41	41	41	DO OR DIE Po' Pimp (Rap-A-Lot/Noo Trybe)	274	229	227	177	12/1
DEBUT	42	42	42	WESTSIDE CONNECTION Bow Down (Lench Mob/Priority)	262	201	160	152	18/4
44	41	41	43	OUTKAST Elevators (LaFace/Arista)	260	298	293	271	10/0
35	35	44	44	BAYSIDE BOYS Caliente (Lava/Atlantic)	258	274	360	362	9/0
42	—	50	45	GINA THOMPSON The Things That You Do (Mercury)	247	235	217	302	7/0
DEBUT	46	46	46	MINT CONDITION What Kind Of Man... (Perspective/A&M)	239	125	89	66	12/4
DEBUT	47	47	47	ROBERT MILES One And One (Arista)	237	180	234	193	14/2
47	44	46	48	2 LIVE CREW Shake A Lil' Something (Lil' Joe)	235	270	271	255	9/0
36	—	—	49	WILD ORCHID At Night I Pray (RCA)	230	232	248	336	12/0
DEBUT	50	50	50	PUFF JOHNSON Over And Over (Work)	227	165	107	68	14/2

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 40 CHR/Rhythmic reporters. 38 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

TONI BRAXTON
Un-break My Heart (LaFace/Arista)
TOTAL PLAYS/INCREASE: 733/246
TOTAL STATIONS/ADDS: 29/3
CHART: 19

CELINE DION
It's All Coming Back To Me Now (550 Music)
TOTAL PLAYS/INCREASE: 574/124
TOTAL STATIONS/ADDS: 17/3
CHART: 25

MAXWELL
Ascension (Don't Ever Wonder) (Columbia)
TOTAL PLAYS/INCREASE: 543/70
TOTAL STATIONS/ADDS: 21/0
CHART: 27

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity)	16
A TRIBE CALLED QUEST Stressed Out (Jive)	5
ROCKELL I Fell In Love (Robbins)	5
KEITH SWEAT Nobody (Elektra/EEG)	5
BRAIDS Bohemian Rhapsody (Big Beat/Atlantic)	4
MONTELL JORDAN Falling (Def Jam/RAL/Mercury)	4
MINT CONDITION What Kind Of Man... (Perspective/A&M)	4
WESTSIDE CONNECTION Bow Down (Lench Mob/Priority)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KEITH SWEAT Nobody (Elektra/EEG)	+299
TONI BRAXTON Un-break My Heart (LaFace/Arista)	+246
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	+200
BRAIDS Bohemian Rhapsody (Big Beat/Atlantic)	+159
BLACKSTREET No Diggity (Interscope)	+158
MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity)	+154
BABYFACE This Is For The Lover In You (Epic)	+134
CELINE DION It's All Coming Back... (550 Music)	+124
MINT CONDITION What Kind Of Man... (Perspective/A&M)	+114
GINUWINE Pony (550 Music)	+111

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	RECURRENTS
LOS DEL RIO/BAYSIDE BOYS MIX Macarena (RCA)	16
BONE THUGS-N-HARMONY Tha Crossroads (Ruffless/Relativity)	15
MARIAH CAREY Always Be My Baby (Columbia)	14
FUGEES Killing Me Softly (Ruffhouse/Columbia)	13
MONICA Why I Love You So Much (Rowdy/Arista)	12
SWV You're The One (RCA)	11
ALANIS MORISSETTE Ironic (Maverick/Reprise)	10
CELINE DION Because You Loved Me (550 Music)	9
EVERYTHING BUT THE GIRL Missing (Atlantic)	8
BRANDY Sittin' Up In My Room (Arista)	7

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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HIP HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS TW	LW	TOTAL STATIONS/ADDS
1	1	BONE THUGS-N-HARMONY Days... (EastWest/EEG)	3254	3286	117/1
2	2	L.L. COOL J Loungin (Def Jam/RAL/Mercury)	1748	1867	53/0
3	3	SALT-N-PEPA Champagne (MCA)	1574	1512	95/3
4	4	DO OR DIE Po' Pimp (Rap-A-Lot/Noo Trybe)	1477	1417	79/4
9	5	E-40 Rappers Ball (Sick Wid' It/Jive)	973	762	86/7
7	6	QUAD CITY DJ'S C'mon... (Quadra Sound/Big Beat/Atlantic)	961	913	27/0
15	7	BRAT Sittin' On Top Of The World (So So Def/Columbia)	919	516	82/4
8	8	CASE F/FOXXY BROWN Touch Me... (Def Jam/RAL/Mercury)	835	880	32/1
5	9	NAS If I Ruled The World (Columbia)	815	1045	33/0
10	10	CRUCIAL CONFLICT Ride The Rodeo (Pallas/Universal)	746	718	55/2
20	11	WESTSIDE CONNECTION Bow Down (Lench Mob/Priority)	680	369	65/12
—	12	OUTKAST ATLiens (LaFace/Arista)	653	321	64/14
11	13	2PAC How Do U Want It (Death Row/Interscope)	650	684	26/0
6	14	FUGEES Ready Or Not (Ruffhouse/Columbia)	637	915	39/0
12	15	YO-YO Same Old Thang (EastWest/EEG)	589	662	45/1
17	16	FUGEES Killing Me Softly (Ruffhouse/Columbia)	460	457	21/1
16	17	BONE THUGS-N-HARMONY Tha Crossroads (Ruthless/Relativity)	452	516	19/0
13	18	OUTKAST Elevators (LaFace/Arista)	450	624	22/0
14	19	RZA F/METHOD MAN & CAPPADONNA Wu-Wear (Big Beat/Atlantic)	447	549	37/0
18	20	WARREN G What's Love Got To Do With It (Interscope)	405	451	18/0

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. 40 CHR/Rhythmic reporters and 81 Urban reporters combine from the Custom Chart function on R&R ONLINE. Rap titles are manually extrapolated. For complete reporter lists refer to Rhythmic and Urban sections. © 1996, R&R Inc.

NEW & ACTIVE

REIGN Indestructible (H.O.L.A./Island) Total Plays: 224, Total Stations: 11, Adds: 1	2PAC I Ain't Mad At Ya (Death Row/Interscope) Total Plays: 146, Total Stations: 4, Adds: 1
ELISSA Show Me How You Love Me (Do You Love Me)(Metropolitan) Total Plays: 208, Total Stations: 5, Adds: 0	BRAT Sittin' On Top Of The World (So So Def/Columbia) Total Plays: 124, Total Stations: 10, Adds: 1
INTRIGUE If You've Ever Been In Love (Universal) Total Plays: 197, Total Stations: 9, Adds: 0	BUFFY First Love (Velocity) Total Plays: 122, Total Stations: 2, Adds: 0
LA BOUCHE Fallin' In Love (RCA) Total Plays: 188, Total Stations: 11, Adds: 2	ARMAND VAN HELDEN Funk Phenomena (Henry St./Thug/Raging Bull) Total Plays: 122, Total Stations: 7, Adds: 3
ORIGINAL I Love You Baby (Next Plateau) Total Plays: 185, Total Stations: 9, Adds: 1	MERRIL BAINBRIDGE Mouth (Universal) Total Plays: 119, Total Stations: 5, Adds: 3
E-40 Rappers Ball (Sick Wid' It/Jive) Total Plays: 181, Total Stations: 15, Adds: 0	BECK Where It's At (DGC/Geffen) Total Plays: 115, Total Stations: 5, Adds: 1
MONIFAH Nobody's Body (Uptown/Universal) Total Plays: 180, Total Stations: 10, Adds: 1	LUTHER VANDROSS Your Secret Love (LV/Epic) Total Plays: 113, Total Stations: 7, Adds: 0
FUN FACTORY Don't Go Away (Curb) Total Plays: 172, Total Stations: 7, Adds: 0	ROCKELL I Fell In Love (Robbins) Total Plays: 110, Total Stations: 7, Adds: 5
FUGEES Ready Or Not (Ruffhouse/Columbia) Total Plays: 166, Total Stations: 6, Adds: 0	QKUMBA ZOO The Child (Inside) (Arista) Total Plays: 107, Total Stations: 8, Adds: 1
MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity) Total Plays: 154, Total Stations: 16, Adds: 16	2PAC Life Goes On (Death Row/Interscope) Total Plays: 106, Total Stations: 2, Adds: 0

Songs ranked by total plays

SELECTED NEW RELEASES

Here are a few hot releases for next week. Release date is subject to change.

ADDS OCTOBER 15

Chameleon	"The Way It Is" (Robbins)
Madonna	"You Must Love Me" (Maverick/WB)
Maxi Priest	"Watching The World Go By" (Virgin)
Richie Rich	"Let It Ride" (Def Jam/Mercury)
Robi Rob's Club World	"Shake That Body" (Columbia)

K-Ci and JoJo

OF JODECI

"HOW COULD YOU"

FROM THE BUTTLEPROOF SOUNDTRACK

ALREADY ON:
KBXX, WJMN, XHTZ, KWIN, KKSS, KHTN, WOCQ
 URBAN SPINS OVER 650
 ALSO SPINNING AT:
WPGC, POWER 96, KMEL

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Jeff Andrews MD: Jacque James 40 MARIAH CAREY "Forever" MONTELL JORDAN "Falling" K-CI & JOJO "How" PUFF JOHNSON "Over"	KJMN/Denver, CO PD: Mark Feather APD: Michael Hayes MD: John Dickinson 7 GINUWINE "Pony"	KQMQ/Honolulu, HI PD: Jamie Hyatt MD: Mars Frelley 12 ROCKELL "Fell" 11 TONI BRAXTON "Heart"	KPWR/Los Angeles, CA PD: Michelle Mercer APD/MD: Bruce St. James 21 2PAC "Ma" ANGELINA "Need" JONNY Z "Latin"	WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cioherly 23 MINT CONDITION "Man" 16 BUSH BABEES "Love" 14 KEITH SWEAT "Nobody" 12 112 "Come" 11 BOUNTY KILLA "Change"	KSFM/Sacramento, CA PD: Bob West APD/MD: Trejo BRAIDS "Bohemian"	KMEL/San Francisco, CA PD: Michelle Santussosso MD: Joey Arbagay 19 MO THUGS FAMILY "Thug"	WPGC/Washington, DC PD: Jay Stevens MD: G-Sharp 23 MONTELL JORDAN "Falling" 14 MO THUGS FAMILY "Thug"
KKXX/Bakersfield, CA PD: Chris Squires MD: Tony Manes ORIGINAL "Love"	KPRR/EI Paso, TX PD: John Candelaria 10 ANGELINA "Need" GINUWINE "Pony" MO THUGS FAMILY "Thug" WORLD WIDE MESSAGE... "Real" ROBERT MILES "One"	KBXX/Houston, TX PD: Rob Scorpio MD: Greg Head 43 MO THUGS FAMILY "Thug" 22 T-BOZ "Touch" 6 WESTSIDE CONNECTION "Bow"	WPOW/Miami, FL PD: Kid Curry MD: Phil Jones 20 KEITH SWEAT "Nobody" 12 MESTIZZO "Tongoneo" 1 GHOST FACE KILLER "Daytona"	KCAQ/Oxnard, CA PD: Dan Garite APD: Kelli McKay MD: Steve Perez MO THUGS FAMILY "Thug" MINT CONDITION "Man" OUTKAST "ATLiens" A TRIBE CALLED QUEST "Stressed"	WOCQ/Salisbury, MD PD: Wookie MD: Marliou 6 WORLD WIDE MESSAGE... "Real" OKUMBA ZOO "Child" JOHNNY GILL "Mood" WESTSIDE CONNECTION "Bow" K-CI & JOJO "How" MO THUGS FAMILY "Thug"	KYLD/San Francisco, CA PD: Michael Martin MD: Jose Mein 38 ROCKELL "Fell" 32 MO THUGS FAMILY "Thug" KEITH SWEAT "Nobody"	KDGS/Wichita, KS PD: AJ Willoaghy MD: A.J. Jones 14 IMMATURE "Lover's" 14 MINT CONDITION "Man" 13 AMBER "Night" 12 OC TALK "Just" 10 CELINE DION "Coming" 10 JOHNNY GILL "Mood" 7 KEITH SWEAT "Nobody" 7 BRAT "Sittin" QUINCY JONES "Stomp" DO OR DIE "Pimp"
WERQ/Baltimore, MD PD: Tom Calococi 12 BRAIDS "Bohemian"	KBOS/Fresno, CA PD/MD: Mark Adams CHARM FARM "Superstar" MERRIL BAINBRIDGE "Mouth" ARMAND VAN HELDEN "Phenomena"	WHHH/Indianapolis, IN PD: Scott Wheeler MD: Carl Frye MO THUGS FAMILY "Thug" BRAIDS "Bohemian"	KHTN/Modesto, CA PD: Pete Jones MD: Mark Medina MO THUGS FAMILY "Thug" LA BOUCHE "Fallin" A TRIBE CALLED QUEST "Stressed" SADAT X "Lump" MONIFAH "Body"	WWIX/Providence, RI PD: Joe Dawson MD: Becky Ianonne 23 MERRIL BAINBRIDGE "Mouth" ROCKELL "Fell" MO THUGS FAMILY "Thug" A TRIBE CALLED QUEST "Stressed" ANGELINA "Need"	KZHT/Salt Lake City, UT PD: Chet Buchannan MD: Dr. Doug 24 KEITH SWEAT "Nobody" 20 BLACKSTREET "Diggity" 11 GEORGIE PORGIE "Love" 8 AZ YET "Last" ALANIS MORISSETTE "Head" WESTSIDE CONNECTION "Bow" WORLD WIDE MESSAGE... "Real"	KUBE/Seattle, WA PD: Mike Tierney MD: Lindsey Ciple 8 CELINE DION "Coming"	KZZU/Spokane, WA PD: Ken Hopkins APD: Casey Christopher 30 MERRIL BAINBRIDGE "Mouth" 14 BLACKSTREET "Diggity"
WJMN/Boston, MA PD: Cadillac Jack McCartney APD/MD: Cat Collins K-CI & JOJO "How"	WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay 29 MO THUGS FAMILY "Thug" 19 CRUCIAL CONFLICT "Rodeo" 17 NAS "Street"	WJBT/Jacksonville, FL PD: Paco Lopez Music Coord.: Jeff Lee 52 MYSTIKAL "Beware" 6 WESTSIDE CONNECTION "Bow" 5 A TRIBE CALLED QUEST "Stressed" MO THUGS FAMILY "Thug"	KDON/Monterey, CA PD: Jennifer Wilde 3 MO THUGS FAMILY "Thug" TONI BRAXTON "Heart"	KWNZ/Reno, NV PD: Jeff Davis APD: Bill Shakespeare MONTELL JORDAN "Falling"	KTFM/San Antonio, TX PD: Cliff Tredway MD: Charlie Huero DENINE W/COLLAGE "Lifetime" KENNY G W/BABYFACE "Close" MO THUGS FAMILY "Thug"	KWIN/Stockton, CA PD: Steve Wall MD: C.K. 22 ARMAND VAN HELDEN "Phenomena" 12 BRAIDS "Bohemian" 9 A TRIBE CALLED QUEST "Stressed" 9 ROCKELL "Fell" 8 DENINE W/COLLAGE "Lifetime" MO THUGS FAMILY "Thug"	40 Total Reporters 40 Current Reporters 38 Current Playlists Reported Frozen Playlist (1): KGGS/Riverside, CA Did Not Report, Playlist Frozen (1): KQKS/Denver, CO
WBBM/Chicago, IL PD: Todd Cavanah MD: Erik Bradley 11 ROCKELL "Fell" 10 LA BOUCHE "Fallin"	KIKI/Honolulu, HI PD: Alan Oda MD: James Coles 19 TONI BRAXTON "Heart" 17 702 "Steelo" 14 MO THUGS FAMILY "Thug"	KLUC/Las Vegas, NV Interim PD: Cat Thomas 22 SHADY MONTAGE "Shake" CELINE DION "Coming"	WKTU/New York, NY PD: Frankie Blue MD: Andy Shane 23 COLOR ME BADD "Earth"	WJJS/Roanoke, VA PD: David Lee Michaels MD: Melissa Morgan 5 BECK "Where"	XHTZ/San Diego, CA DM/MD: Lisa Vazquez APD/MD: Jeff Nelson 25 QUINCY JONES "Stomp" 24 ARMAND VAN HELDEN "Phenomena" 13 DENINE W/COLLAGE "Lifetime" 3 REIGN "Indestruct" 1 ROBERT MILES "One" JOHNNY GILL "Mood"	KZZU/Spokane, WA PD: Ken Hopkins APD: Casey Christopher 30 MERRIL BAINBRIDGE "Mouth" 14 BLACKSTREET "Diggity"	40 Total Reporters 40 Current Reporters 38 Current Playlists Reported Frozen Playlist (1): KGGS/Riverside, CA Did Not Report, Playlist Frozen (1): KQKS/Denver, CO

CHR/RHYTHMIC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL CHR/RHYTHMIC REPORTERS ON R&R ONLINE

MARKET #1 WKUT/New York (201) 420-3700 Blue/Shane. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #1 WQHT/New York (212) 229-9797 Smith/Cloerty. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #2 KPWR/Los Angeles (818) 953-4200 Mercer/St. James. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #3 WBBM/Chicago (312) 944-6000 Cavanah/Bradley. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #4 KMEL/San Francisco (415) 391-1061 Santosuosso/Arbagey. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #4 KYLD/San Francisco (415) 391-1077 Martin/Mein. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #8 WPGC/Washington (301) 441-3500 Stevens/G-Sharp. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #9 KBXX/Houston (713) 623-2108 Scorpio/Head. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #10 WJMN/Boston (617) 290-0009 McCartney/Collins. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #11 WPOW/Miami (305) 653-6796 Curry/Jones. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #13 KUBE/Seattle (206) 285-2295 Tierney/Cipicic. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #15 XHTZ/San Diego (619) 585-9090 Vasquez/Nelson. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #18 WERQ/Baltimore (410) 332-8200 Calococi. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #23 KJMN/Denver (303) 721-9210 Feather/Hayes/Dickinson. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.

MARKET #29 KSFM/Sacramento (916) 920-1025 West/Trejo. PLAYLIST table with columns 3W, 2W, LW, TW and rows of artist/title.



WALT LOVE

Radio's New Brotherly Love

□ For Philadelphia's Urban-oriented outlets, the competition is now family

In our continually changing radio world, especially since the passage of the Telecommunications Act, there are a lot of things we're all learning to adjust to, such as, "Who do we compete against?"



Dave Allan

In many cities, former foes are now friendly family members. With industry consolidation spreading like wildfire, it's not only hard to keep track of who owns what, but who owns you. With that in mind, CHR/Pop WIOQ-FM (Q102) and mainstream Urban WUSL-FM (Power 99)/Philadelphia OM Dave Allan recently shared his views on some of the new challenges he's faced.

Just two years ago, the stations competed against each other. Now Allan must figure out how to attract listeners to each station without too much cross-pollination; balance the sales and marketing budgets each station requires; and come to grips with managing multiple stations, staffs, and a huge amount of shared listenership.

In 1994, WUSL entered into an LMA with EZ Communications and was eventually sold by Tak Communications. At the time, WIOQ competed against WUSL with a CHR/Rhythmic format designed to attract listeners from WUSL's lower end. To create a distinct listener differentiation between the new siblings, Allan had Q102 return to the dance-leaning CHR/Pop format it debuted with in the late '80s. Much of the heavy hip-hop and rap product then moved exclusively to Power 99.

Then, like a sudden firestorm, Evergreen Media — owner of crosstown NAC-Hot AC combo WJZZ-FM & WYXR-FM (Star 104.5) — snatched Urban AC WDAS-AM & FM from the Beas-

ley Broadcast Group and EZ's WIOQ & WUSL. Suddenly, any station that attracted predominantly African-American or Hispanic listeners was now owned by the same company.

Keeping A Winning Attitude

Allan has become synonymous with Philly radio programming excellence and winning results. He first garnered success as WUSL's PD, attracting more and more listeners with each ratings period. Now, Allan oversees two stations that aim for three distinct Urban targets: younger-end blacks, older blacks, and the city's large contingent of



The real key for companies is that many are buying a format while also buying, in most cases, competitors.

Italians and Hispanics. How does Allan motivate staff members at each of his stations to stay competitive — even though they're now brethren in the City of Brotherly Love?

Says Allan, "Based on all the things that have happened in this 'new climate' of operation, I've begun to talk with each station's staff about the whole nature of the business and remaining competitive in consolidation. The real key for companies is that many are buying a format while also buying, in most cases, competitors.

"But radio, as a business, is very competitive and always has been. A lot of people got into our business because of its competitive nature. Now they're trying to figure out ways to stay aggressive when, in a number of cases, several stations in a market are owned by the same company. I said to my staff, 'Would the Chicago Bulls play the New York Knicks as hard if they were both owned by the same company? Or would they play each other in a manner that would be more conducive to an inter-squad scrimmage game?'"

When it comes to time management, Allan comments, "I'm still about 15 minutes late getting to

Power 99. I've chosen to spend my mornings at WUSL and afternoons at WIOQ. Time management is the toughest thing to do under this new approach to business management. Some [group OMs] I know are choosing to spend one or two days at one station and then spend the next couple of days at their second station. I don't think it's good to let things set at one station or two for a whole day or more. I'd rather be on top of things each day."

Direction Decision

Upon WUSL's purchase by EZ Communications, Allan's first goal was to re-evaluate WIOQ's programming and motivate its staff toward returning to its dance-oriented roots. "Once we got the whole 'Churban' vs. Urban debate out of the way, it became much easier to then separate each station's target demos. One station was targeting ethnic women 18-34, while the other was targeting non-ethnic women 18-34. The reason things became a lot easier was because there was a goal everyone could understand and achieve without hurting their sister radio station."

With Evergreen waiting in the wings, Allan and his staffs are all taking a wait-and-see attitude toward further changes on-air or behind the scenes. "[The WUSL/WIOQ relationship] may change once Evergreen arrives because we will then have a radio station positioned right above those 18-34 female demos — Star 104.5. [With WIOQ pitted against WYXR], there had been a situation that was every bit as competitive as there was between WUSL and WIOQ during Q102's 'Churban' phase.

"We did a lot of exercises with WIOQ and WUSL employees along the way to make sure they understood the targets and perceived the radio station as we perceived it, how we wanted the listeners to perceive it, and how the sales department was selling it. We conducted exercises like, 'What kind of car are you?' and things like that, just to make sure everyone was on the same page. I think we'll have to do the same kind of thing again, depending on what stations get added on, what formats they are, and whatever happens in this next Evergreen consolidation."

Classical WFLN-FM is currently the only new Evergreen acquisition that has entered into an LMA with the company, having been sold from Marlin Broadcasting to Secret Communications to American Radio Systems to Evergreen within one year's time. Evergreen will be required to sell one FM in Philadelphia under current FCC regulations; the company had not



HAYES COMPATIBLE — Singer and WRKS/New York personality Isaac Hayes (r) welcomed Warner Bros. recording artist Eric Benet (c) and Regional Promotion Manager Jeff Grant during Benet's recent promotional tour.

officially announced which station will be divested as of presstime.

Aligning Demos

Allan believes each station should "go out and win every day." Promotions, sales, and marketing strategies can best be implemented as each station targets different demos. "God help us if we're all shooting for the same demo. If you're looking for a 'spectrum' of the same demo, though — let's say 12-24 women as opposed to 25-49 women — there's little spillover. It would be very hard for either station to say to themselves, 'Our goal is this and their goal is that.'

"If one station is stepping on the other station in terms of gaining audience, I don't know if that's about managing as much as it is about them being individual jocks attracting listeners. If promotions cause



The unknown causes less motivation among people who are involved in these ongoing and continual consolidations. Keeping the staff informed makes all the difference in the world.

that to happen, then it's up to the manager to organize himself and the promotions better to avoid that type of thing from happening again."

Even though individuality can exist under the same roof for WIOQ and WUSL, what will the jocks, sales and promotion people, and management use to motivate themselves when they don't have someone across the street to hate? "Remember, we all got into this business because we wanted to be better than somebody else. We wanted to beat someone else in the popularity game."

Consolidation has also changed the way stations have emulated other stations, or how jocks have modeled themselves after other jocks in a different market. Says Allan, "Sometimes you'd hear someone in

another market, such as [an air talent at then-Top 40] WLS/Chicago and you wanted to be like him because you felt he was really good and could improve yourself to be as good as he was. Now, [with syndication], that air talent can be in your market, too. But with that, you still have to find a way to beat them in a particular demographic. Even more, if that show is airing on a sister station, you still have to compete with 'em — even though you've tried to be them over all those years."

Making Motivation

How can Allan, and other group OMs, motivate broadcasters in this "New Radio World Order?" "Things like good equipment and good people to work with are things that we have always looked for, and I still want to believe that this is true. You should make sure that you provide all of that, give them goals to reach for, and let them be competitive within their targeted demos. You need to provide a good understanding of what the company is trying to accomplish by giving them more knowledge than they've ever been given before. The overall plan has been mapped out for total company success in the marketplace."

Sound Of The Future

With WDAS-AM & FM slated to become a sister combo by early next year, Allan has consistently kept his employees informed about what the future holds jobwise. "The unknown causes less motivation among people who are involved in these ongoing and continual consolidations. Keeping the staff informed makes all the difference in the world. Remember, we're all human beings and the unknown can be a really frightening thing for some. Our industry's in a different world, yet people still have to take charge of themselves and do what is necessary for them to succeed within the new framework.

"It's a challenge. But do you know what the bottom line is? You want a winner. You go out and hire winners, and you tell them what winning is. Then you let them win. If you've done all of that and they don't win, you have no choice but to go out and find people who can win ... It takes a winning attitude to make it in this business. It's still about winning and the true winners play as hard in practice as they do on game day!"

Share Your Photos With Us!

We'd love to report on any exciting station events you've recently sponsored. Just send photos and a brief explanation to Walt Love, R&R, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.



URBAN TOP 50

OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	AZ YET Last Night (LaFace/Arista)	3328	3088	2919	2560	81/0
4	3	3	2	DRU HILL Tell Me (Island)	3258	3070	2871	2601	81/0
1	1	1	3	BLACKSTREET No Diggity (Interscope)	2934	3177	3225	3058	79/0
5	5	4	4	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	2818	2791	2697	2399	80/0
10	9	5	5	MINT CONDITION What Kind Of Man... (Perspective/A&M)	2614	2435	2203	1956	81/0
7	7	6	6	LUTHER VANDROSS Your Secret Love (LV/Epic)	2411	2421	2334	2122	79/1
20	14	12	7	KEITH SWEAT Nobody (Elektra/EEG)	2322	2001	1790	1416	80/0
17	13	10	8	GINUWINE Pony (550 Music/Epic)	2286	2102	1853	1638	80/3
9	8	9	9	JOHNNY GILL Let's Get The Mood Right (Motown)	2228	2240	2205	2031	79/0
15	11	11	10	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)	2149	2032	1886	1720	78/2
29	21	16	11	NEW EDITION I'm Still In Love With You (MCA)	1973	1647	1409	1008	81/0
6	6	7	12	GINA THOMPSON The Things That You Do (Mercury)	1919	2331	2400	2316	69/0
—	41	17	13	BABYFACE This Is For The Lover In You (Epic)	1891	1603	822	—	80/0
18	15	14	14	BONE THUGS-N-HARMONY Days Of Our Livez (EastWest/EEG)	1870	1862	1739	1494	80/1
2	4	8	15	SWV Use Your Heart (RCA)	1852	2299	2745	2892	60/0
14	12	13	16	ISLEY BROTHERS Floatin' On Your Love (T-Neck/Island)	1791	1908	1873	1846	66/1
21	18	15	17	702 Steelo (Biv 10/Motown)	1788	1648	1524	1299	76/0
22	20	18	18	MONTELL JORDAN Falling (Def Jam/RAL/Mercury)	1741	1584	1421	1188	78/2
30	24	22	19	ALFONZO HUNTER Just The Way (Playas Play) (EMI)	1516	1319	1194	1005	73/1
25	23	20	20	TEVIN CAMPBELL I Got It Bad (Qwest/WB)	1507	1422	1262	1148	69/1
40	29	27	21	DONELL JONES Knocks Me Off... (Untouchables/LaFace/Arista)	1407	1182	1014	880	71/2
31	25	21	22	ME'SHELL NDEGECELLO Who Is He... (Maverick/Reprise)	1390	1320	1184	995	61/3
—	37	28	23	TONI BRAXTON Un-break My Heart (LaFace/Arista)	1370	1176	902	343	78/2
42	34	29	24	SALT-N-PEPA Champagne (MCA)	1216	1105	956	854	74/3
26	26	26	25	DO OR DIE Po' Pimp (Rap-A-Lot/Noo Trybe)	1203	1188	1156	1098	67/3
—	38	32	26	ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)	1202	1048	887	614	65/6
24	22	24	27	TINA TURNER Something Beautiful Remains (Virgin)	1146	1264	1297	1178	61/6
11	16	23	28	GHOST TOWN DJ'S My Boo (So So Def/Columbia)	1129	1292	1645	1951	47/0
36	32	30	29	MEN OF VIZION Do Thangz (MJJ/550 Music)	1124	1082	978	920	66/1
8	10	19	30	MAXWELL Ascension (Don't Ever Wonder) (Columbia)	1103	1452	1890	2051	45/0
13	19	25	31	NEW EDITION Hit Me Off (MCA)	1071	1227	1483	1852	43/0
—	44	37	32	TOTAL Do You Think About Us? (Bad Boy/Arista)	1044	927	814	619	64/0
33	28	31	33	IMMATURE Lover's Groove (MCA)	1028	1076	1047	973	49/1
—	—	41	34	K-CI & JOJO How Could You (MCA)	974	843	604	225	66/2
47	40	35	35	SOUL FOR REAL Never Felt This Way (Uptown/Universal)	973	940	863	735	60/0
44	35	36	36	QUINDON Dream About You (Virgin)	942	928	926	828	60/2
BREAKER			37	112 Come See Me (Bad Boy/Arista)	921	668	221	37	70/1
48	46	42	38	CHARISSE ARRINGTON Down With This (MCA)	904	828	739	705	49/1
50	42	40	39	ZAKIYA Love Like Mine (DV8/A&M)	902	864	818	672	59/3
BREAKER			40	EN VOGUE Don't Let Go (Love) (EastWest/EEG)	901	370	29	—	73/4
BREAKER			41	CASE More To Love (Def Jam/RAL/Mercury)	888	770	616	220	67/2
BREAKER			42	MONIFAH Nobody's Body (Uptown/Universal)	862	769	618	456	59/1
DEBUT			43	BRAT Sittin' On Top Of The World (So So Def/Columbia)	795	426	106	61	72/3
DEBUT			44	E-40 Rappers Ball (Sick Wid' It/Jive)	792	608	292	65	71/7
—	50	46	45	WILD ORCHID At Night I Pray (RCA)	776	734	669	644	54/1
—	—	48	46	L.A. GANZ Like A Playa (Jive)	767	692	543	335	61/3
—	—	47	47	KENNY LATTIMORE Just What It Takes (Columbia)	764	702	605	529	58/5
DEBUT			48	CRUCIAL CONFLICT Ride The Rodeo (Pallas/Universal)	685	654	569	468	50/1
35	31	34	49	FOR REAL Like I Do (Rowdy/Arista)	592	942	986	937	34/0
DEBUT			50	YO-YO Same Old Thang (EastWest/EEG)	589	662	634	560	45/1

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 81 Urban reporters. 81 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

OUTKAST ATLiens (LaFace/Arista)
Total Plays: 586, Total Stations: 61, Adds: 13

LIL' KIM No Time (Undeas/Big Beat)
Total Plays: 483, Total Stations: 60, Adds: 11

ANTHONY HAMILTON Nobody Else (Uptown/MCA)
Total Plays: 483, Total Stations: 51, Adds: 8

GOODFELLAZ Sugar Honey Ice Tea (Avatar/Polydor/A&M)
Total Plays: 473, Total Stations: 49, Adds: 5

GROOVE COLLECTIVE Lift Off (Giant Step/GRP)
Total Plays: 443, Total Stations: 40, Adds: 1

BARKAYS Everybody Wants That Love (Curb)
Total Plays: 425, Total Stations: 34, Adds: 1

DALIA It Ain't Easy (Pure)
Total Plays: 425, Total Stations: 39, Adds: 3

WESTSIDE CONNECTION Bow Down (Lench Mob/Priority)
Total Plays: 418, Total Stations: 47, Adds: 8

BRAIDS Bohemian Rhapsody (Big Beat/Atlantic)
Total Plays: 401, Total Stations: 43, Adds: 1

CURTIS MAYFIELD New World Order (Warner Bros.)
Total Plays: 381, Total Stations: 40, Adds: 9

SANDRA ST. VICTOR Rise (Warner Bros.)
Total Plays: 300, Total Stations: 38, Adds: 5

RONNY JORDAN It's You (Island)
Total Plays: 285, Total Stations: 32, Adds: 1

A TRIBE CALLED QUEST Stressed Out (Jive)
Total Plays: 246, Total Stations: 48, Adds: 43

CHUCK D No (Mercury)
Total Plays: 218, Total Stations: 32, Adds: 5

MADHEAD Tripp2Nite (Geffen)
Total Plays: 196, Total Stations: 25, Adds: 2

Songs ranked by total plays.

BREAKERS®

112
Come See Me (Bad Boy/Arista)
TOTAL PLAYS/INCREASE 921/253 TOTAL STATIONS/ADDS 70/1 CHART 37

EN VOGUE
Don't Let Go (Love) (EastWest/EEG)
TOTAL PLAYS/INCREASE 901/531 TOTAL STATIONS/ADDS 73/4 CHART 40

CASE
More To Love (Def Jam/RAL/Mercury)
TOTAL PLAYS/INCREASE 888/118 TOTAL STATIONS/ADDS 67/2 CHART 41

MONIFAH
Nobody's Body (Uptown/Universal)
TOTAL PLAYS/INCREASE 862/93 TOTAL STATIONS/ADDS 59/1 CHART 42

MOST ADDED®

ARTIST TITLE LABEL(S) ADDS

N. DOGG f/SNOOP... Never... (Death Row/Interscope) 44

A TRIBE CALLED QUEST Stressed Out (Jive) 43

JASON WEAVER Stay With Me (Motown) 39

BUSH BABEES The Love Song (Warner Bros.) 35

KAYCEE GROGAN It's Alright (Columbia) 29

SHAWNIE RANKS Goodie Good Love (Select) 16

OUTKAST ATLiens (LaFace/Arista) 13

LIL' KIM No Time (Undeas/Big Beat/Atlantic) 11

COLOUR CLUB Pearls (Vertex/JVC) 10

CURTIS MAYFIELD New World Order (Warner Bros.) 9

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S) TOTAL PLAY INCREASE

EN VOGUE Don't Let Go (Love) (EastWest/EEG) +531

BRAT Sittin' On Top Of The World (So So Def/Columbia) +369

NEW EDITION I'm Still In Love With You (MCA) +326

KEITH SWEAT Nobody (Elektra/EEG) +321

OUTKAST ATLiens (LaFace/Arista) +314

LIL' KIM No Time (Undeas/Big Beat/Atlantic) +303

BABYFACE This Is For The Lover In You (Epic) +288

SANDRA ST. VICTOR Rise (Warner Bros.) +260

112 Come See Me (Bad Boy/Arista) +253

WESTSIDE CONNECTION Bow Down (Lench Mob/Priority) +250

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)

TONI BRAXTON You're Makin' Me High (LaFace/Arista)

112 Only You (Bad Boy/Arista)

KEITH SWEAT Twisted (Elektra/EEG)

R. KELLY I Can't Sleep Baby (If I) (Jive)

L.L. COOL J Loungin (Def Jam/RAL/Mercury)

CASE f/FOXXY BROWN Touch... (Def Jam/RAL/Mercury)

MONICA Why I Love You So Much (Rowdy/Arista)

D'ANGELO Me And Those Dreamin' Eyes Of Mine (EMI)

JOCELI Get On Up (Uptown/MCA)

NAS If I Ruled The World (Columbia)

Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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URBAN PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL URBAN REPORTERS ON R&R ONLINE

MARKET #2: KKBTA/Los Angeles. THE BEAT 92.3. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #3: WJLM/Chicago. WJLM/Chicago (708) 895-1400. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #3: WGCI/Chicago. WGCI/Chicago (312) 427-4800. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #4: WUSL/Philadelphia. POWER 99.9. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #4: W.LB/Detroit. W.LB/Detroit (313) 965-2000. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #7: KKDA/Dallas. K104. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #8: WKYS/Washington. WJLA. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #11: WEDR-FM 99 JAMZ. WEDR-FM 99 JAMZ Miami & Ft. Lauderdale. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #12: WHTA/Atlanta. HOT 97.5. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #12: WVVE/Atlanta. V103. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #17: KMJM/St. Louis. W108. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #18: WXYV/Baltimore. W103-FM. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #19: WAMO/Pittsburgh. W106. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #22: WZAK/Cleveland. 93.7 FM. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #25: WIZF/Cincinnati. WIZF 106.9. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #26: KPRS/Kansas City. HOT 103 JAMZ. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #28: WKKV/Milwaukee. W103 JAMZ. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #28: WNOV/Milwaukee. WNOV 103.1. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #32: WCIQ/Columbus, OH. POWER 103.5. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #33: WWOV/Norfolk. W103 JAMZ. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

URBAN PLAYLISTS

URBAN AC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE

96.1 FM
Adult Satisfaction!

MARKET #34
KSJL/San Antonio
(210) 271-9600
Andrews/Oliveridez

PLAYS	SW	LW	TW	ARTIST/TITLE
15	21	20	25	DRU HILL/Tell Me
20	22	19	22	GINUWINE/Pony
17	19	18	21	AALIYAH/Your Girl Only...
5	19	19	21	BRANDY, TAMIA.../Missing You
10	6	18	20	MINT CONDITION/What Kind Of Man...
18	20	21	20	LUTHER VANDROSS/Your Secret Love
16	20	19	20	NEW EDITION/It's Still In Love...
18	20	20	20	JOHNNY GILL/Let's Get The Mood...
16	15	20	20	CASE/MORE TO LOVE
19	21	20	20	GINA THOMPSON/The Things That...
12	19	19	19	K-CI & JOJO/How Could You
17	16	18	18	MONTELL JORDAN/Falling
14	17	18	18	KEITH SWEAT/Nobody
14	16	19	19	TOTAL/Do You Think...
5	17	17	17	TONI BRAXTON/Un-break My Heart
5	17	17	17	BABYFACE/This Is For...
18	20	17	17	AZ YET/Last Night
21	22	16	16	BLACKSTREET/No Diggity
5	15	15	15	EN Vogue/Don't Let Go (Love)
7	6	14	14	702/Steelo
10	10	10	10	CRUCIAL CONFLICT/Ride The Rodeo
13	10	10	10	BONE THUGS-N-HARMONY/Days Of Our Lveez
12	12	9	9	DO DR DIE/PO' Pimp
5	5	5	5	ME'SHELL NDEGECELLO/Who Is He And...
5	5	5	5	LIL' KIM/No Time
5	5	5	5	OUTKAST/ATLiens
10	8	8	8	DRU DOWN/Can You Feel Me
5	8	8	8	BRAT/Strin' On Top Of...
5	8	8	8	E-40/Rappers Ball
5	8	8	8	SALT-N-PEPA/Champagne

MARKET #36
WTLC/Indianapolis
(317) 923-1456
Buchanan/Buchanon

PLAYS	SW	LW	TW	ARTIST/TITLE
35	39	40	47	AZ YET/Last Night
37	40	40	43	DRU HILL/Tell Me
33	35	38	39	AALIYAH/Your Girl Only...
26	34	36	36	MINT CONDITION/What Kind Of Man...
32	34	35	36	LUTHER VANDROSS/Your Secret Love
28	35	31	35	ISLEY BROTHERS/Floatin' On Your...
33	34	35	35	GINUWINE/Pony
23	29	30	34	BRANDY, TAMIA.../Missing You
25	31	33	33	ALFONZO HUNTER/Just The Way...
32	42	37	32	BLACKSTREET/No Diggity
32	33	34	32	GINA THOMPSON/The Things That...
17	20	26	31	MONTELL JORDAN/Falling
26	30	30	31	JOHNNY GILL/Let's Get The Mood...
18	18	20	20	ANN NESBY/It's Still Wearing...
21	26	28	29	CHARISSE ARLINGTON/Down With This
20	21	24	29	TEVIN CAMPBELL/ Got It Bad
15	15	25	29	DONELL JONES/Knocks Me Off My...
32	32	34	29	IMMATURE/Lover's Groove
19	26	25	29	ORGANIZED NOIZE/Set It Off
23	25	29	29	702/Steelo
10	20	20	20	KEITH SWEAT/Nobody
14	21	21	26	NEW EDITION/It's Still In Love...
14	20	22	24	TINA TURNER/Something...
17	17	20	24	ME'SHELL NDEGECELLO/Who Is He And...
20	22	23	24	MONTELL JORDAN/I Like
25	27	21	24	GHOST TOWN D.J.'s/My Boo
12	20	21	23	BONE THUGS-N-HARMONY/Days Of Our Lveez
10	17	19	22	TOTAL/Do You Think...
20	23	22	22	BRAXTONS/So Many Ways
27	25	21	22	MAXI PRIEST F/SHAGGY/That Girl

RHYTHM
102.3 KJLH

MARKET #2
KJLH/Los Angeles
(310) 330-5550
Winston

PLAYS	SW	LW	TW	ARTIST/TITLE
36	20	36	38	AZ YET/Last Night
37	37	37	37	MAXWELL/Ascension (Don't...)
29	30	37	37	JOHNNY GILL/Let's Get The Mood...
17	20	23	25	BRANDY, TAMIA.../Missing You
37	15	25	23	KEITH SWEAT/Twisted
21	22	20	20	ISLEY BROTHERS/Floatin' On Your...
5	18	20	20	ANN NESBY/It's Still Wearing...
15	15	17	20	TEVIN CAMPBELL/ Got It Bad
10	15	17	20	DRU HILL/Tell Me
10	10	15	17	ME'SHELL NDEGECELLO/Who Is He And...
8	12	16	16	NEW EDITION/It's Still In Love...
9	18	23	20	KENNY LATTIMORE/Just What It Takes
5	17	15	15	TONI BRAXTON/Un-break My Heart
5	15	15	15	TONI BRAXTON/Un-break My Heart
35	6	10	15	MINT CONDITION/What Kind Of Man...
6	6	10	15	SWW/Use Your Heart
10	10	12	10	GROOVE COLLECTIVE/Lit OH
6	10	10	10	KEITH SWEAT/Nobody
5	5	6	6	K-CI & JOJO/How Could You
27	34	17	5	WHITNEY HOUSTON/Why Does It Hurt...
38	38	5	5	LUTHER VANDROSS/Your Secret Love
28	33	5	5	MONICA/Why I Love You So...
12	18	5	5	D'ANGELO/Me And Those...
8	15	5	5	R. KELLY/ Can't Sleep...
5	5	5	5	CURTIS MAYFIELD/New World Order

V103

MARKET #3
WVAZ/Chicago
(312) 360-9000
Myrick/Muhammad

PLAYS	SW	LW	TW	ARTIST/TITLE
35	30	32	32	MAXWELL/Ascension (Don't...)
26	31	31	32	WHITNEY HOUSTON/Why Does It Hurt...
30	24	30	30	ANN NESBY/It's Still Wearing...
5	15	20	30	MINT CONDITION/What Kind Of Man...
23	24	29	27	TINA TURNER/Something...
18	20	20	27	LUTHER VANDROSS/Your Secret Love
5	15	24	25	AZ YET/Last Night
25	29	35	35	JOHNNY GILL/Let's Get The Mood...
29	25	24	25	TONI BRAXTON/Un-break My Heart
15	17	20	21	ME'SHELL NDEGECELLO/Who Is He And...
15	18	20	21	TEVIN CAMPBELL/ Got It Bad
33	24	20	20	KENNY LATTIMORE/Just What It Takes
30	28	29	20	QUINCY JONES/Moody's Mood For...
5	14	11	14	KENNY LATTIMORE/Just What It Takes
14	13	10	13	GROOVE COLLECTIVE/Lit OH
16	16	16	16	JODECI/Get On Up
9	11	16	11	ISLEY BROTHERS/Floatin' On Your...
11	10	10	10	D'ANGELO/Lady
14	10	10	10	NEW EDITION/Hit Me Off
5	5	6	6	CURTIS MAYFIELD/New World Order
5	6	7	7	SWEETBACK/You Will Rise
5	6	7	7	NORMAN BROWN/After The Love Is...
5	5	6	6	KEITH SWEAT/Nobody
5	5	6	6	BRANDY, TAMIA.../Missing You
5	5	6	6	WILL DOWNING/Somebody
5	5	6	6	TONI BRAXTON/Un-break My Heart
5	5	6	6	JOHNNIE TAYLOR/Good Love
5	5	6	6	ANN NESBY/It's Still Wearing...

WDAS
105.5 FM 480 AM

MARKET #5
WDAS/Philadelphia
(215) 878-2000
Tamburro/Davis

PLAYS	SW	LW	TW	ARTIST/TITLE
25	23	26	27	JDE/All The Things...
16	14	14	25	LUTHER VANDROSS/Your Secret Love
10	21	22	15	MINT CONDITION/What Kind Of Man...
10	13	14	14	DRU HILL/Tell Me
16	15	14	14	TONI BRAXTON/Un-break My Heart
14	14	14	14	SWW/Use Your Heart
22	25	26	13	HOUSTON & WINANS/Count On Me
12	14	11	13	JESSE POWELL/Gloria
10	10	12	12	JOHNNY GILL/Let's Get The Mood...
10	10	11	11	TINA TURNER/Something...
10	10	10	10	ME'SHELL NDEGECELLO/Who Is He And...
10	10	10	10	BRANDY, TAMIA.../Missing You
7	10	10	10	WILD ORCHID/At Night I Pray
5	10	10	10	NEW EDITION/It's Still In Love...
7	7	10	10	AZ YET/Last Night
5	9	10	10	ANN NESBY/It's Still Wearing...
15	15	15	15	MAXWELL/Ascension (Don't...)
8	8	8	8	DOC POWELL/You Won't Be Alone
5	7	6	6	KEITH SWEAT/Nobody
5	6	6	6	TONI BRAXTON/Un-break My Heart
10	10	5	5	GROOVE COLLECTIVE/Lit OH
5	6	5	5	RANDY CRAWFORD/Forget Me Not
5	5	5	5	TEVIN CAMPBELL/ Got It Bad
5	5	5	5	KENNY LATTIMORE/Just What It Takes
5	5	5	5	K-CI & JOJO/How Could You
5	5	5	5	TONI BRAXTON/Un-break My Heart
5	5	5	5	CURTIS MAYFIELD/New World Order
5	5	5	5	COLOUR CLUB/Pearls

WPEG 98.1 FM

MARKET #37
WPEG/Charlotte
(704) 333-0131
Carson/Quick

PLAYS	SW	LW	TW	ARTIST/TITLE
23	26	38	46	KEITH SWEAT/Nobody
41	41	43	43	DRU HILL/Tell Me
35	41	43	43	AZ YET/Last Night
42	45	42	40	SWW/Use Your Heart
21	19	27	39	A-VA/I See
37	38	42	37	BLACKSTREET/No Diggity
16	19	29	35	DO DR DIE/PO' Pimp
22	29	33	34	OUTKAST/Elevators
37	37	36	34	GINA THOMPSON/The Things That...
24	25	30	33	AALIYAH/Your Girl Only...
21	31	35	32	2PAC/How Do U Want It
21	34	36	32	D'ANGELO/Me And Those...
21	23	28	31	MINT CONDITION/What Kind Of Man...
20	21	23	30	BRANDY, TAMIA.../Missing You
19	21	26	30	JOHNNY GILL/Let's Get The Mood...
31	32	21	27	LOST BOYZ/Music Makes Me High
18	17	23	26	GINUWINE/Pony
22	22	24	25	BONE THUGS-N-HARMONY/Days Of Our Lveez
11	14	20	25	ALFONZO HUNTER/Just The Way...
27	27	25	24	FAITH EVANS/Come Over
19	23	23	23	702/Steelo
20	20	21	23	LUTHER VANDROSS/Your Secret Love
24	21	23	23	R. KELLY/ Can't Sleep...
36	34	26	21	K-CI & JOJO/Ruled The World
8	16	21	21	NAS/ I & J.O.J/How Could You
19	20	21	21	IMMATURE/Lover's Groove
13	13	21	21	112/Only You
10	16	20	20	BABYFACE/This Is For...
5	15	17	20	NEW EDITION/It's Still In Love...
19	12	22	20	K-CI HAILEY/Wildflower

Q93.7 FM

MARKET #38
WQUE/New Orleans
(504) 827-6000
Stevens

PLAYS	SW	LW	TW	ARTIST/TITLE
28	27	60	60	AZ YET/Last Night
56	57	57	59	IMMATURE/Lover's Groove
50	57	59	59	BLACKSTREET/No Diggity
38	47	52	54	BRANDY, TAMIA.../Missing You
54	56	60	68	GHOST TOWN D.J.'s/My Boo
10	45	45	55	DRU HILL/Tell Me
10	39	49	46	MINT CONDITION/What Kind Of Man...
41	43	47	46	ISLEY BROTHERS/Floatin' On Your...
40	45	47	45	CECE PENITON/Movin' On
30	35	45	45	LUTHER VANDROSS/Your Secret Love
27	48	45	45	BABYFACE/This Is For...
40	49	56	45	ME'SHELL NDEGECELLO/Who Is He And...
36	46	45	42	TEVIN CAMPBELL/ Got It Bad
32	42	37	38	AALIYAH/Your Girl Only...
41	38	37	37	GINA THOMPSON/The Things That...
37	34	36	36	SWW/Use Your Heart
14	25	35	35	DONELL JONES/Knocks Me Off My...
38	37	34	34	JOHNNY GILL/Let's Get The Mood...
27	26	27	27	CHANGING FACES/ Got Somebody Else
20	29	31	26	YO-YO/Same Old Thing
10	20	26	26	MONTELL JORDAN/Falling
42	25	24	22	WILD ORCHID/At Night I Pray
10	19	21	21	E-40/Rappers Ball
30	26	24	21	BONE THUGS-N-HARMONY/Days Of Our Lveez
10	14	19	19	Livez
10	14	19	19	NEW EDITION/It's Still In Love...
9	15	12	19	CASE/MORE TO LOVE
17	21	21	18	KEITH SWEAT/Nobody
16	19	17	18	SALT-N-PEPA/Champagne

V100 FM
R & B Hits and Classics

MARKET #7
KRBV/Dallas
(214) 630-3011
Bacote/Solis

PLAYS	SW	LW	TW	ARTIST/TITLE
29	27	29	34	ISLEY BROTHERS/Tears
20	29	29	31	LUTHER VANDROSS/Your Secret Love
24	13	14	23	TONI BRAXTON/Un-break My Heart
25	11	19	21	JODECI/Get On Up
27	28	20	20	AZ YET/Last Night
18	20	20	20	ANN NESBY/It's Still Wearing...
15	25	24	19	BRANDY, TAMIA.../Missing You
25	24	20	18	JOHNNIE TAYLOR/Good Love
23	19	17	16	KIRK FRANKLIN/Melodies From Heaven
11	11	14	14	JOE/All The Things...
26	24	26	23	MAXWELL/Ascension (Don't...)
11	10	10	12	TONY RICH PROJECT/Nobody Knows
10	10	10	12	D'ANGELO/Lady
11	11	11	11	WHITNEY HOUSTON/Exhale (Snoop Snopp)
10	10	10	11	HOUSTON & WINANS/Count On Me
21	11	11	10	ISLEY BROTHERS/Let's Lay Together
16	11	11	10	R. KELLY/ Can't Sleep...
18	23	13	9	CHAKA KHAN/My Fanny Valentine
18	23	13	9	ANN NESBY/It's Still Wearing...
20	14	8	8	ME'SHELL NDEGECELLO/Who Is He And...
13	25	15	6	GEORGE BENSON/Holdin' On

WMMJ

MARKET #8
WMMJ/Washington DC
(202) 586-9300
Gilmore

PLAYS	SW	LW	TW	ARTIST/TITLE
19	24	27	28	MARVIN GAYE/Piece Of Clay
27	28	27	28	R. KELLY/ Can't Sleep...
25	27	27	25	PHYLLIS HYMAN/In Trudy Yours
23	23	22	24	KIRK FRANKLIN/Melodies From Heaven
18	20	18	20	TINA TURNER/Something...
21	21	17	20	LIONEL RICHIE/Don't Wanna Lose You
21	16	19	19	JODECI/Get On Up
18	18	19	19	MAXWELL/Ascension (Don't...)
17	20	18	17	ISLAND.../Don't Give Up
18	18	19	17	BRANDY, TAMIA.../Missing You
16	18	16	17	LUTHER VANDROSS/Your Secret Love
19	16	17	14	GERALD/EDDIE LEVERT/Already Missing You
18	18	17	14	

Stations and their adds listed alphabetically by market

URBAN

Table listing 81 radio markets with station call letters, PD names, and program/artist lists. Markets include Alexandria, Atlanta, Baltimore, Baton Rouge, Birmingham, Charlotte, Chicago, Cincinnati, Cleveland, Columbia, Dallas, Dayton, Denver, Detroit, Evansville, Fayetteville, Greenville, Houston, Jacksonville, Kansas City, Knoxville, Lafayette, Lake Charles, Lansing, Lexington, Little Rock, Louisville, Memphis, Miami, Milwaukee, Minneapolis, Mobile, Montgomery, Nashville, New Orleans, Norfolk, Oklahoma City, Omaha, Orlando, Philadelphia, Pittsburgh, Portland, Raleigh, Richmond, San Antonio, Savannah, Springfield, Tampa, Tulsa, Tuscaloosa, Washington DC, Wichita, and Wilmington NC.

URBAN AC

Table listing 30 radio markets with station call letters, PD names, and program/artist lists. Markets include Augusta, Chicago, Denver, Detroit, Evansville, Fayetteville, Greenville, Jacksonville, Kansas City, Knoxville, Lafayette, Lake Charles, Lansing, Lexington, Little Rock, Louisville, Memphis, Miami, Milwaukee, Minneapolis, Mobile, Montgomery, Nashville, New Orleans, Norfolk, Oklahoma City, Omaha, Orlando, Philadelphia, Pittsburgh, Portland, Raleigh, Richmond, San Antonio, Savannah, Springfield, Tampa, Tulsa, Tuscaloosa, Washington DC, and Wilmington NC.

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	LUTHER VANDROSS Your Secret Love (LV/Epic) 843	875	882	858	30/0	
2	2	2	2	JOHNNY GILL Let's Get The Mood Right (Motown) 756	753	742	708	29/0	
4	4	3	3	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG) 711	712	649	560	29/0	
9	6	6	4	MINT CONDITION What Kind Of Man... (Perspective/A&M) 602	553	536	487	26/4	
5	5	5	5	TINA TURNER Something Beautiful Remains (Virgin) 596	588	569	556	28/0	
3	3	4	6	MAXWELL Ascension (Don't Ever Wonder) (Columbia) 581	629	662	703	26/0	
17	10	7	7	ANN NESBY I'm Still Wearing Your Name (Perspective/A&M) 509	470	367	305	25/0	
23	17	10	8	AZ YET Last Night (LaFace/Arista) 421	387	309	240	19/2	
—	22	15	9	TONI BRAXTON Un-break My Heart (LaFace/Arista) 416	328	262	76	25/2	
8	9	9	10	TONI BRAXTON You're Makin' Me High (LaFace/Arista) 406	432	477	522	20/0	
18	15	12	11	DRU HILL Tell Me (Island) 372	352	317	286	17/0	
7	7	8	12	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista) 359	444	520	546	17/0	
11	11	13	13	JOHNNIE TAYLOR Good Love (Malaco) 357	348	364	389	17/2	
—	27	17	14	KEITH SWEAT Nobody (Elektra/EEG) 342	304	227	154	19/1	
20	16	16	15	TEVIN CAMPBELL I Got It Bad (Qwest/WB) 341	325	309	264	19/0	
—	25	19	16	NEW EDITION I'm Still In Love With You (MCA) 337	294	234	171	17/0	
6	8	11	17	SWV Use Your Heart (RCA) 323	364	495	550	19/1	
25	18	18	18	ME'SHELL NDEGEOCELLO Who Is He... (Maverick/Reprise) 316	302	305	220	19/1	
19	19	20	19	GROOVE COLLECTIVE Lift Off (Giant Step/GRP) 304	286	292	280	20/2	
10	13	21	20	ANN NESBY I'll Do Anything For You (Perspective/A&M) 266	285	340	397	14/0	
14	12	14	21	ISLEY BROTHERS Floatin' On Your Love (T-Neck/Island) 263	347	354	317	15/0	
21	24	22	22	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic) 258	256	254	259	11/0	
12	14	25	23	R. KELLY I Can't Sleep Baby (If I) (Jive) 257	237	326	377	13/0	
27	29	23	24	BLACKSTREET No Diggity (Interscope) 236	248	223	206	9/0	
26	26	24	25	DRAMATICS Try Love Again (Hyped Int'l/Bellmark) 235	238	234	220	12/0	
29	30	28	26	KENNY LATTIMORE Just What It Takes (Columbia) 229	195	200	186	16/2	
—	—	29	27	MONTELL JORDAN Falling (Def Jam/RAL/Mercury) 208	189	143	158	9/0	
DEBUT	DEBUT	DEBUT	28	KENNY G The Moment (Arista) 201	149	56	16	19/0	
DEBUT	DEBUT	DEBUT	29	DOC POWELL You Won't Be Alone (Discovery) 187	145	139	123	13/2	
—	—	30	30	BABYFACE This Is For The Lover In You (Epic) 176	159	30	—	10/0	

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 30 Urban AC reporters. 28 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

CURTIS MAYFIELD New World Order (Warner Bros.)
Total Plays: 160, Total Stations: 16, Adds: 4

RONNY JORDAN It's You (Island)
Total Plays: 157, Total Stations: 12, Adds: 1

GINUWINE Pony (550 Music/Epic)
Total Plays: 147, Total Stations: 7, Adds: 1

BARKAYS Everybody Wants That Love (Curb)
Total Plays: 140, Total Stations: 9, Adds: 0

JERALD DAEMYON You Make Me Feel Brand New (GRP)
Total Plays: 139, Total Stations: 12, Adds: 0

CHANGING FACES I Got Somebody Else (Atlantic)
Total Plays: 138, Total Stations: 7, Adds: 0

WILD ORCHID At Night I Pray (RCA)
Total Plays: 135, Total Stations: 9, Adds: 0

K-CI & JOJO How Could You (MCA)
Total Plays: 134, Total Stations: 13, Adds: 2

ISLEY BROTHERS Tears (T-Neck/Island)
Total Plays: 130, Total Stations: 6, Adds: 1

ALFONZO HUNTER Just The Way (Playas Play) (EMI)
Total Plays: 129, Total Stations: 7, Adds: 0

Songs ranked by total plays.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST	TITLE	LABEL(S)	ADDS
KAYCEE GROGAN	It's Alright	(Columbia)	8
EN VOGUE	Don't Let Go (Love)	(EastWest/EEG)	6
GOODFELLAZ	Sugar Honey Ice Tea	(Avatar/Polydor/A&M)	5
CURTIS MAYFIELD	New World Order	(Warner Bros.)	4
MINT CONDITION	What Kind Of Man...	(Perspective/A&M)	4
ANTHONY HAMILTON	Nobody Else	(Uptown/MCA)	3
ART PORTER	One More Chance	(Verve Forecast)	3
AZ YET	Last Night	(LaFace/Arista)	2
TONI BRAXTON	Un-break My Heart	(LaFace/Arista)	2
GROOVE COLLECTIVE	Lift Off	(Giant Step/GRP)	2
KENNY LATTIMORE	Just What It Takes	(Columbia)	2
JOHNNIE TAYLOR	Good Love	(Malaco)	2

MOST INCREASED PLAYS

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
TONI BRAXTON	Un-break My Heart	(LaFace/Arista)	+88
EN VOGUE	Don't Let Go (Love)	(EastWest/EEG)	+59
CURTIS MAYFIELD	New World Order	(Warner Bros.)	+58
KENNY G	The Moment	(Arista)	+52
K-CI & JOJO	How Could You	(MCA)	+52
COLOUR CLUB	Pearls	(Vertex/JVC)	+50
MINT CONDITION	What Kind Of Man...	(Perspective/A&M)	+49
GOODFELLAZ	Sugar Honey Ice Tea	(Avatar/Polydor/A&M)	+47
NEW EDITION	I'm Still In Love With You	(MCA)	+43
DOC POWELL	You Won't Be Alone	(Discovery)	+42

HOTTEST RECURRENTS

ARTIST	TITLE	LABEL(S)
KEITH SWEAT	Twisted	(Elektra/EEG)
GEORGE BENSON	Holdin' On	(GRP)
KENNY LATTIMORE	Never Too Busy	(Columbia)
JOE ALL	The Things (Your Man Won't Do)	(Island)
JODECI	Get On Up	(Uptown/MCA)
WHITNEY HOUSTON & CECE WINANS	Count On Me	(Arista)
D'ANGELO	Me And Those Dreamin' Eyes Of Mine	(EMI)
QUINCY JONES	Moody's Mood For Love	(Qwest/WB)
GHOST TOWN DJ'S	My Boo	(So So Def/Columbia)
GINA THOMPSON	The Things That You Do	(Mercury)

Breakers: Songs registering 250 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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Featuring

Lisa Taylor

"Pearls"

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URBAN AC MOST INCREASED PLAY!

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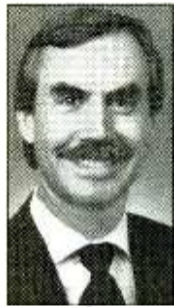
LON HELTON

Opening New Avenues Of Personal & Professional Growth

□ **ARS's Gehron and Benchmark's Mathias discuss why bigger groups can equal bigger, better possibilities**

Deregulation and consolidation — two words that have stirred angst and consternation in the hearts of radio denizens since the telecom bill's passage a few months ago.

Since the bill became law, a lot of folks on the programming side have been rather nervous, focusing more on the negatives of deregulation rather than examining the opportunities. And there are many pluses to radio's new world order, as discussed this week by **American Radio Systems' co-CEO John Gehron** and **Benchmark's general partner Joe Mathias**.



John Gehron

and **Benchmark's general partner Joe Mathias**.

Good People Plentiful

As Gehron points out, "There's no doubt there will be changes. Change shouldn't be feared. Deregulation and the resultant consolidation are good for this business. There are good people running this business."

Mathias adds, "There will be more personal options and lots more opportunities for people in the future. From a programming and talent standpoint, the bigger and financially stronger a company is, the more resources it can bring to bear, which is a good thing."

"The surviving radio companies will be better companies to work for, with better benefits and better treatment of their employees. It may be hard to see now because so many deals are going on and management is scattered. But as time goes on, it will become clear that the surviving radio companies will be successful and won't be subject to the knee-jerk reactions of smaller operators when things go wrong in one market. Bigger companies will be better able to absorb any individual problem stations."

Gehron sees the GMs as being most affected. They're asked to oversee a number of stations in a market, which also has put a number of GMs out of work. "I'm very surprised that so many programmers and air talent feel threatened by the consolidation. I don't see many programmers being asked to look over a large number of stations. The ones who have unique capabilities, which is a positive — meaning they can grow within a company and not have to move."

Pluses For Programmers, Talent

Both men believe larger companies and the effects of consolidation should be a boon to programmers. Gehron points out, "We bring professionalism and resources that in many cases PDs and talent haven't had access to before. We have the assets within the company to provide programming tools, marketing, and programming expertise."

Programmers will also have access to more intra-company information than ever before. Notes Gehron, "Networking within a company will be a huge bonus for everybody. We have more Country stations than anybody. Individual programmers will have more opportunity than ever to talk to other good programmers within a company."

Mathias agrees intra-company learning will be a very important part of these larger companies' new roles. "A company with 20 Country stations would be foolish to not have them work together and exchange ideas. People in small markets haven't been exposed to much of the information that most of us take for granted, so lots of professional growth can come from that as well."

"It will be more practical to have meetings with all the PDs and ex-



From a programming and talent standpoint, the bigger and financially stronger a company is, the more resources it can bring to bear.
—Joe Mathias

change ideas, not only between similar formats but overall. We'll be able to bring in high-quality people to talk to the group. It's more cost-effective to bring in speakers for 30 people than five. And larger companies will also soon develop their own experts within the company and bring some things in-house."

Mathias also sees a shift in the PD's focus as consolidation eliminates the head-to-head format battles in many markets. "In three to five years there won't be many Country-Country battles — they don't make economic sense in this era of consolidation. PDs in competitive battles spend lots of time on things — like concert presents — that don't make any money."

"With that gone from their plate, they'll be able to focus on how to better serve the listener and increase the audience. And, instead of focusing on the Country battle, they'll be able to concentrate on bringing others to this format from other formats. PDs will have more time for real stuff."

Developing People

As for air talent, in particular, Gehron thinks consolidation is a boon to them, as well. He says the best news is, "At least they're working for broadcasters who know talent. Broadcasters are reclaiming our business. Broadcasters who run successful companies are successful because they know how to run stations. Good talent is as important as good marketing — it's another way to differentiate your station and create loyalty with the audience."

Bigger companies can also mean better training, according to Mathias. "There will be more training and more development of people in bigger companies. The way it is now, there's just not much training for PDs or air talent. As companies grow, we'll have the resources and economies of scale to do a better job of that. Training is counter to the nature of this business, where knowledge is passed down. There will be more sophistication in training due to the increased resources available. There's a lot to be said for what a larger company can do."

Gehron believes good people have a great opportunity ahead. "Greater than ever before," he says. "Our philosophy is we want to grow people faster than assets. Our primary goal is to grow people. It's easier to train people and promote them than it is to have to go outside and teach new people the company phi-



Joe Mathias



Good talent is as important as good marketing — it's another way to differentiate your station and create loyalty with the audience.

—John Gehron

losophy and how we do business. So we're always looking for talented people at the stations we buy."

The Farm Team

An industry of bigger companies will also allow individuals to decide if they want to move up by changing jobs, companies, and cities, or stay and develop within a company — a choice that has not always been available in the past due to limited opportunities within the group sizes forced on the broadcasting business.

In the future, spending 20-30 years in a variety of jobs with one company may not be the aberration it is today. "There'll be more of a company culture in the future," suggests Mathias. "I can see a jock on the air in a large or medium market heading to a smaller market as PD and working his way back to the bigger market as PD. Talent will be able to move up through the ranks of a company's stations as well."

Larger radio ownership groups can foster an individual's growth in a couple of ways, as owners use their properties like "farm teams" to develop people and use intra-market consolidation to allow a person to grow.

Explains Gehron, "We have just over 100 stations. We can now move people from station to station, which we couldn't do as readily when we only owned seven. As a company we didn't have as many opportunities then; suddenly the opportunities are endless. Programmers will have the opportunity to master more stations, if they have the ability, and to grow in market size if they have the desire. Others can add stability to their lives, knowing they can work and grow in a market. A personality who grows out of a format can now go to another station in the same city in the same group — something they've never been able to do before."

Syndication Synergy

Bigger companies provide some interesting growth options for talent, too. Says Gehron, "There are lots of things on the plate that we could never even consider before. For instance, we can syndicate our own people on our own network. If we have good talent, why not extend and give them greater reach?"

Mathias has done just that by syndicating **WESC-FM/Greenville** evening personality **John Crenshaw**. Currently on about 20 stations (five of which are Benchmark's), Mathias cites Crenshaw as a "perfect example" of how company growth can benefit an individual. "He didn't want to leave the city, so he now gets to live where he wants and make some very good money."

A decent-sized company owns his station and has the resources to foot the bill to get the syndicated night show going. Small operators couldn't afford to take the short-term loss on something like that."

While Mathias admits that syndication of all kinds can cost jobs, he notes, "Everybody is responsible for their own career. There's more opportunity now, and good people will take advantage of that. Anybody not growing will be replaced. You have to constantly increase your skill levels to stay in this business and to keep moving up — much more than in the past. There are lots of jocks who go on autopilot and



We want to grow people faster than assets. It's easier to train people and promote them than it is to have to go outside and teach new people the company philosophy.

—John Gehron

think they're irreplaceable. That's not a good career choice."

Mathias believes personalities displaced by syndication will be redeployed within a station. "There are other ways to utilize smart, talented people within a station. Radio stations still have to be marketed to the community, and a large part of that is having your people on the street. There will always be a need for local talent from sales and marketing standpoints. There's a limit to how much syndication can do. I could see personalities in a daypart that becomes syndicated moving to the morning show. Personalities and programmers will need to be versatile in the future. Of course, that's easier to do when working for a company committed to developing people."

Better Benefits

Both Gehron and Mathias feel larger broadcast companies can better take care of people on both the personal and professional fronts. Better health, dental, and retirement plans are also a residual of larger broadcast companies. "Often times we can offer employees of stations we're buying more and better benefits than they previously had because

Continued on Page 80

Music City Celebrates CMA Awards

The Nashville music industry traded jeans for tuxedos and evening gowns for the 30th annual CMA Awards show, hosted by Vince Gill and telecast October 2 on CBS-TV. In addition to the post-show parties, artists and executives were hard at work throughout one of country music's busiest weeks.



BMI LOVES IT, TOO — The night after "I Can Love You Like That" won ASCAP's Song Of The Year honor, BMI named it Most Performed Country Song Of The Year. With five award-winning songs each, Ronnie Dunn and Tom Shapiro shared this year's BMI Songwriter Of The Year crown. Sony/ATV Tree execs took home their fifth consecutive Publisher Of The Year award. Sharing the stage following the awards dinner are (l-r) songwriter Steve Diamond, Diamond Cuts Music's Teri Muench, Shapiro, Sony/ATV Tree President/CEO Donna Hilley, Dunn, BMI President/CEO Frances Preston, songwriter Jennifer Kimball, and BMI/Nashville VP Roger Sovine.



COLUMBIA COMBO — The post-awards party provided a chance for Columbia executives to unwind with the label's artists and their managers. Taking time for a photo op are (front row, l-r) Larry Stewart and Marcus Hummon; (back row, l-r) Ricochet's Junior Bryant, Rick Trevino, Sony Music/Nashville Sr. Director/A&R Cliff Audretch, Ricochet's Greg Cook, Sony Music/Nashville Exec. VP/GM Allen Butler, Wade Hayes, Columbia/Nashville VP/National Country Promotion Debi Fleischer, Ricochet's Heath Wright, Deryl Dodd, Sony Music Nashville Exec. VP Paul Worley and VP/Marketing Dean Broadhead, and Ricochet's Jeff Bryant.



CAPITOL IDEA — EMI Music President/CEO James Fifield joined Capitol/Nashville and its artists to celebrate following the CMA Awards show. Enjoying the festivities are (l-r) the River Road Band's Tony Ardoin, Fifield, Trace Adkins, Suzy Bogguss, the River Road Band's Steve Grisaffe, Capitol/Nashville Exec. VP/GM Walt Wilson, Dean Miller, John Berry, Emilio, Deana Carter, Capitol/Nashville President/CEO Scott Hendricks, and George Ducas.



ASCAP LOVES IT LIKE THAT — "I Can Love You Like That," recorded by John Michael Montgomery, was named ASCAP's Country Song Of The Year during last week's awards banquet. Robert John "Mutt" Lange won Songwriter Of The Year honors and Warner/Chappell Music Group was named Publisher Of The Year. Loving every moment are (front row, l-r) ASCAP's Connie Bradley, songwriters Jennifer Kimball and Maribeth Derry, ASCAP's Marilyn Bergman, and songwriter Steve Diamond; (back row, l-r) Full Keel Music's Evan Medow, Criterion Music's Liz Hudson, Montgomery, and Criterion's Bo Goldsen and Robert Schutt.



EPIC'S WINNER — Sony and Epic executives and artists had reason to celebrate after Patty Loveless was named the CMA's Female Vocalist of the Year. Pictured (front row, l-r) are Ty Herndon, James Bonamy, Sony Music/Nashville Exec. VP/GM Allen Butler, Epic VP/National Promotion Rob Dalton, Loveless, Epic Sr. VP Doug Johnson, and Collin Raye; (back row, l-r) Epic Assoc. Director/Media & Publicity Craig Campbell, Sony Music/Nashville Sr. VP/Sales & Marketing Mike Kraski, Epic Sr. VP/National Promotion Jack Lameier, Sony Music Distribution Sr. VP/Sales Craig Applequist, Epic Promotion Coordinator Wix Wichman, Sony Music/Nashville VP/Marketing Dean Broadhead, and Epic Manager/Regional Promotion Rick Hughes.



ASYLUM'S HORIZON — First-time CMA nominee Bryan White turned out to be a first-time winner when he received the coveted Horizon Award. It also marked the first CMA win for an Asylum artist. In addition to celebrating the night's victory, White's friends at the label surprised him with a gold plaque for the success of his latest album, "Between Now And Forever." Celebrating history at a post-awards party are (l-r) White's co-manager Stan Schneider, Elektra Entertainment Group Sr. VP/CFO Marty Greenfield, Asylum co-President/CEO Joe Mansfield, White, White's co-producer Billy Joe Walker Jr., White's co-producer and Asylum co-President Kyle Lehning, Elektra Entertainment Group Vice Chairman/COO Aaron Levy, and White's co-manager Marty Gamblin.

Continued on Page 80



DOLLY "Just When I Needed You Most" LISTENING FOR AIRPLAY

"One of Country Music's Superstars reappears Just When We Needed Her Most." BOB MOODY, WPOC

"She nails it! If you're not playing it, you're denying your listeners some wonderful, warm memories." MARK HILL, KHAY



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BLUE EYE

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Produced by Tracy Lawrence and Flip Anderson

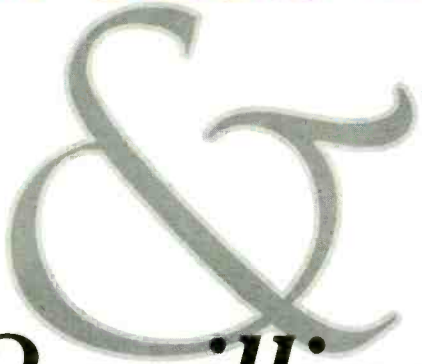
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Continued from Page 78



ON THE MARK — Warner Bros. recording artist Mark O'Connor has the unique distinction of winning a CMA Award while enjoying acclaim as a classical musician. Picking up his sixth consecutive Musician Of The Year award for his country work, the master fiddler is widening his audience with Sony Classical's "Appalachian Waltz," a collaboration with cellist Yo-Yo Ma and bassist Edgar Meyer. Warner-Reprise/Nashville President Jim Ed Norman (l) congratulates O'Connor at a post-CMA show party.



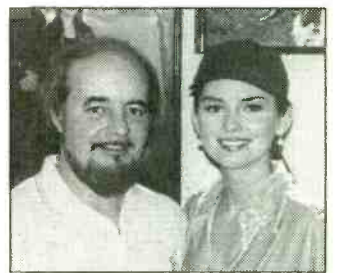
LAWRENCE MARCHES ON — After his performance of "Time Marches On" during the CMA Awards show, Tracy Lawrence and date Stacy Drew marched over to Atlantic's late-night party. Enjoying the festivities are (l-r) are Atlantic/Nashville President Rick Blackburn's wife Suzie, Drew, Blackburn, Lawrence, and Atlantic VP/Sales & Marketing Bob Heatherly.



MCA WINS WITH A STRAIT — George Strait and Vince Gill were among MCA's winners at last week's CMA Awards. Strait picked up a Male Vocalist Of The Year trophy, along with two others for Single Of The Year ("Check Yes Or No") and Album Of The Year ("Blue Clear Sky"). Gill added two more awards to his collection — Song Of The Year ("Go Rest High On That Mountain") and Vocal Event (for his collaboration with Dolly Parton on "I Will Always Love You"). Sharing the post-awards glow are (l-r) MCA Inc. President/COO Ron Meyer, MCA Music Entertainment Group President Zach Horowitz, MCA Music Entertainment Group Chairman/CEO Doug Morris, MCA Music Entertainment Group Vice Chairman Mel Lewinter, MCA/Nashville President Tony Brown, George Strait and wife Norma, Vince Gill, and MCA/Nashville Chairman Bruce Hinton.



RLG GATHERING — The RCA Label Group's post-awards party was a star-studded affair with the presence of Clint Black, Martina McBride, Aaron Tippin, K.T. Oslin, Keith Gattis, Jim Lauderdale, Jason Sellers, the Thompson Brothers Band, and Alabama's Randy Owen and Teddy Gentry. All smiles are (l-r) WAMZ/Louisville PD Coyote Calhoun, WPOC/Baltimore PD Bob Moody and wife Karen, Mindy McCready, RLG Chairman Joe Galante, and Kenny Chesney.



SHANIA MAKES THE ROUNDS — Although the CMA Awards provided the anchor for the week's activities, artists seized the opportunity to renew old friendships with Country radio. Shania Twain took a break from the pre-show whirl to visit with WKIS/Miami PD Bob McKay.

Opening New Avenues Of Personal & Professional Growth

Continued from Page 77

smaller operators couldn't afford to offer really good benefits," Gehron notes. "Excellent insurance coverage and 401k plans are becoming available to a lot more people than before."

One of the major concerns I'm hearing from PDs and jocks concerns the fear that fewer companies mean fewer places to go when job hunting — especially if you've had a falling out with a city's major broadcast employer. Mathias says, "If you've burned a bridge you'll limit yourself. But this issue is one of character, not ability. Our world is getting smaller, and your reputation is better known because the industry is becoming better networked."

"But if you're with a company and have ability and do a good job, you can count more in the future on a company having other opportunities for you if the one you're in isn't working out. We now have more opportunity to offer other al-

ternatives within the company to someone. We can say, 'You're not right for here, but here's a place where we think you can fit. It's your option.'"

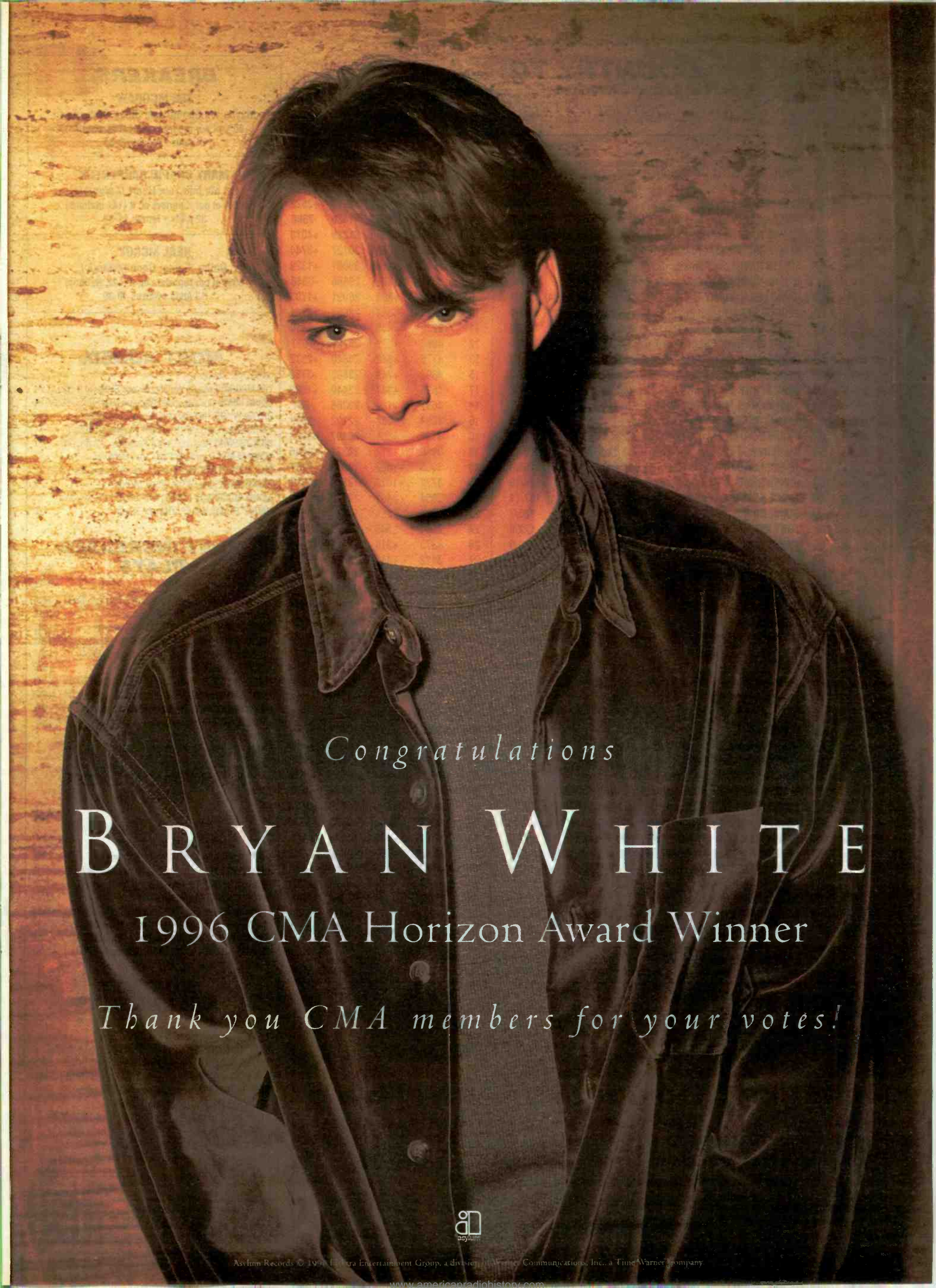
Adds Gehron, "I can't imagine anyone who's smart and talented having that problem. People who are afraid of that are the ones who haven't done a good job or burned bridges — and they should worry. We'll avoid people who've had problems and a bad track record."

Advice For Uncertain Times

Finally, I asked both what advice they'd give those on the programming side as they watch the whirlwind of buying going on around them — many finding themselves working for a couple of new owners in a very short time span. There's still somewhat of a mindset that the new owner is going to come in and fire everybody.

"When we buy a station, people ask, 'Are you going to fire us all and bring in your own people?' The implication is we have a couple hundred people we can deploy," Mathias says. "That doesn't exist. All my folks have jobs. We evaluate every situation when we get there. If somebody's doing a good job, we jump up and down with excitement because we now have another great person in our company. Every company is moving so fast, no one has a huge bench. We're all looking for all the good people we can."

Gehron advises, "I know the trading has been tough on people. But they need to wait it out and continue to do their job well. It'll all settle down and be better in the end. Don't get sidelined by rumor and uncertainty. Do a good job and continue to perform well. What maintains a station's value to whoever the owner might be is the people."



Congratulations

BRYAN WHITE

1996 CMA Horizon Award Winner

Thank you CMA members for your votes!





OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
8	3	2	1	PAUL BRANDT I Do (Reprise)	192/0	1	6869	+80	35490	+322
12	9	5	2	ALABAMA The Maker Said Take Her (RCA)	190/1	2	6396	+356	33097	+1889
15	10	7	3	CLINT BLACK Like The Rain (RCA)	192/0	3	6352	+539	32979	+2622
6	4	3	4	VINCE GILL Worlds Apart (MCA)	181/0	4	6128	-455	31436	-2308
19	15	10	5	TRAVIS TRITT More Than You'll Ever Know (Warner Bros.)	192/3	5	5951	+755	31239	+4013
18	14	12	6	KENNY CHESNEY Me And You (BNA)	191/1	7	5814	+673	30127	+3744
13	11	9	7	COLLIN RAYE Love Remains (Epic)	190/0	6	5933	+298	30001	+1329
4	2	1	8	TRISHA YEARWOOD Believe Me Baby (I Lied) (MCA)	177/0	8	5681	-1329	29686	-6848
17	12	11	9	DAVID LEE MURPHY The Road You Leave Behind (MCA)	192/0	9	5671	+368	28991	+1797
21	16	13	10	GEORGE STRAIT I Can Still Make Cheyenne (MCA)	192/0	10	5493	+534	28653	+2781
22	17	15	11	PATTY LOVELESS Lonely Too Long (Epic)	192/0	11	5272	+455	27315	+2416
2	1	4	12	TRACY LAWRENCE Stars Over Texas (Atlantic)	164/0	12	4906	-1571	25706	-7927
27	22	18	13	DEANA CARTER Strawberry Wine (Capitol)	192/0	13	4775	+542	24640	+2677
—	27	20	14	REBA MCENTIRE The Fear Of Being Alone (MCA)	192/2	15	4593	+749	23885	+3758
24	21	19	15	JOHN BERRY Change My Mind (Capitol)	187/2	17	4526	+347	23440	+1988
23	20	17	16	JOHN MICHAEL MONTGOMERY Ain't Got Nothin' On Us (Atlantic)	192/1	14	4607	+186	23366	+851
16	13	14	17	SAMMY KERSHAW Vidalia (Mercury)	169/0	16	4554	-552	22792	-3042
29	25	21	18	BROOKS & DUNN Mama Don't Get Dressed Up... (Arista)	186/2	18	4146	+259	20997	+1353
28	24	22	19	RICOCHE Love Is Stronger Than Pride (Columbia)	186/1	19	3999	+212	20321	+1245
9	8	8	20	JO DEE MESSINA You're Not In Kansas Anymore (Curb)	150/0	20	3935	-1862	19969	-9187
—	42	27	21	GARTH BROOKS That Ol' Wind (Capitol)	189/19	23	3772	+1010	19742	+5321
33	28	24	22	TRACE ADKINS Every Light In The House (Capitol)	187/14	21	3854	+461	19578	+2500
30	26	23	23	DIAMOND RIO It's All In Your Head (Arista)	185/7	22	3783	+359	19176	+1878
10	7	6	24	TOBY KEITH A Woman's Touch (Mercury)	122/0	24	3531	-2548	18209	-12611
32	29	25	25	TY ENGLAND Irresistible You (RCA)	179/9	26	3373	+314	17011	+1611
35	33	29	26	DAVID KERSH Goodnight Sweetheart (Curb)	162/10	27	3112	+446	16074	+2378
31	30	26	27	WESTERN FLYER What Will You Do With M-E (SOR)	156/2	28	3000	+59	15125	+255
34	32	28	28	MILA MASON That's Enough Of That (Atlantic)	169/5	29	2974	+150	15043	+789
40	34	31	29	CLAY WALKER Bury The Shovel (Giant)	175/13	30	2945	+500	14717	+2611
—	45	33	30	TERRI CLARK Poor Poor Pitiful Me (Mercury)	175/36	31	2804	+867	14539	+4233
BREAKER	41	38	34	TIM MCGRAW Maybe We Should Just Sleep... (Curb)	154/74	34	2365	+1226	12386	+6272
37	36	37	32	TRACY BYRD Big Love (MCA)	158/15	32	2443	+419	12231	+2411
BREAKER	36	35	36	MARY CHAPIN CARPENTER Let Me Into... (Columbia)	141/32	37	2047	+593	10843	+3524
BREAKER	38	39	38	MARTINA MCBRIDE Swingin' Doors (RCA)	146/7	36	2086	+132	10172	+883
BREAKER	42	40	39	NEAL MCCOY Going, Going, Gone (Atlantic)	122/13	39	1830	+298	8842	+1508
46	44	42	37	WYNONNA My Angel Is Here (Curb/MCA)	119/2	43	1636	+51	8411	+295
—	—	45	38	RHETT AKINS Love You Back (Decca)	127/4	41	1734	+102	8249	+499
48	47	44	39	LONESTAR When Cowboys Didn't Dance (BNA)	101/6	46	1498	+195	7236	+954
DEBUT	—	—	40	RANDY TRAVIS Would I (Warner Bros.)	112/20	51	1304	+294	6515	+1516
DEBUT	48	47	41	WADE HAYES Where Do I Go To Start... (DKC/Columbia)	114/11	50	1360	+130	6156	+559
—	—	50	42	LEANN RIMES One Way Ticket (Because I Can) (MCG/Curb)	82/54	53	1064	+656	5836	+3665
49	50	46	43	KEVIN SHARP Nobody Knows (Asylum/EEG)	74/18	55	1028	+306	5365	+1768
50	—	48	44	BRADY SEALS Another You, Another Me (Reprise)	76/6	57	1001	+86	5148	+474
—	—	49	45	LEE ROY PARNELL We All Get Lucky Sometimes (Career)	83/7	56	1018	+105	4946	+498
47	49	47	46	MARK CHESNUTT It's A Little Too Late (Decca)	84/13	54	1029	+203	4850	+957
DEBUT	—	—	47	SUZY BOGDUSS No Way Out (Capitol)	81/3	58	957	+24	4778	+152
DEBUT	—	—	48	BR5-49 Cherokee Boogie (Arista)	70/8	60	787	+144	3964	+706
DEBUT	—	—	49	BRYAN WHITE That's Another Song (Asylum/EEG)	62/54	61	771	+671	3559	+2998
DEBUT	—	—	50	MINDY MCCREADY Maybe He'll Notice Her Now (BNA)	61/21	63	659	+261	3466	+1569

This chart reflects airplay from October 7-13. Songs ranked by total points. Highlighted songs indicate Breaker.

192 Country reporters. 190 current playlists. Songs that are down in points for three consecutive weeks are moved to recurrent. © 1996, R&R Inc.

BREAKERS®

TIM MCGRAW
Maybe We Should Just Sleep On It (Curb)
80% of our reporters on it (154 stations)
74 Adds • Moves 43-31

MARY CHAPIN CARPENTER
Let Me Into Your Heart (Columbia)
73% of our reporters on it (141 stations)
32 Adds • Moves 41-34

NEAL MCCOY
Going, Going, Gone (Atlantic)
63% of our reporters on it (122 stations)
13 Adds • Moves 40-36

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL PLAYS	ADDS
TIM MCGRAW Maybe We Should Just Sleep On It (Curb)	74	74
LEANN RIMES One Way Ticket (Because I Can) (MCG/Curb)	54	54
BRYAN WHITE That's Another Song (Asylum/EEG)	54	54
FAITH HILL I Can't Do That Anymore (Warner Bros.)	41	41
RICK TREVINO Running Out Of Reasons... (Columbia)	37	37
TERRI CLARK Poor Poor Pitiful Me (Mercury)	36	36
MARY CHAPIN CARPENTER Let Me Into Your Heart (Columbia)	32	32
BLACKHAWK King Of The World (Arista)	30	30
MINDY MCCREADY Maybe He'll Notice Her Now (BNA)	21	21
RANDY TRAVIS Would I (Warner Bros.)	20	20

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TIM MCGRAW Maybe We Should Just Sleep On It (Curb)	+1226
GARTH BROOKS That Ol' Wind (Capitol)	+1010
TERRI CLARK Poor Poor Pitiful Me (Mercury)	+867
TRAVIS TRITT More Than You'll Ever Know (Warner Bros.)	+755
REBA MCENTIRE The Fear Of Being Alone (MCA)	+749
KENNY CHESNEY Me And You (BNA)	+673
BRYAN WHITE That's Another Song (Asylum/EEG)	+671
LEANN RIMES One Way Ticket (Because I Can) (MCG/Curb)	+656
MARY CHAPIN CARPENTER Let Me Into Your Heart (Columbia)	+593
DEANA CARTER Strawberry Wine (Capitol)	+542

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
TIM MCGRAW Maybe We Should Just Sleep On It (Curb)	+6272
GARTH BROOKS That Ol' Wind (Capitol)	+5321
TERRI CLARK Poor Poor Pitiful Me (Mercury)	+4233
TRAVIS TRITT More Than You'll Ever Know (Warner Bros.)	+4013
REBA MCENTIRE The Fear Of Being Alone (MCA)	+3758
KENNY CHESNEY Me And You (BNA)	+3744
LEANN RIMES One Way Ticket (Because I Can) (MCG/Curb)	+3665
MARY CHAPIN CARPENTER Let Me Into Your Heart (Columbia)	+3524
BRYAN WHITE That's Another Song (Asylum/EEG)	+2998
GEORGE STRAIT I Can Still Make Cheyenne (MCA)	+2781

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TY HERNDON Living In A Moment (Epic)
BRYAN WHITE So Much For Pretending (Asylum/EEG)
JAMES BONAMY I Don't Think I Will (Epic)
TIM MCGRAW She Never Lets It Go To Her Heart (Curb)
RICK TREVINO Learning As You Go (Columbia)
GEORGE STRAIT Carried Away (MCA)
FAITH HILL You Can't Lose Me (Warner Bros.)
MINDY MCCREADY Guys Do It All The Time (BNA)
MARK WILLS Jacob's Ladder (Mercury)
BILLY DEAN That Girl's Been Spyn' On Me (Capitol)

Breakers: Song has achieved airplay at 60% of our reporters for the first time. Bullets awarded to songs gaining in plays and/or points over the previous week. Total Points: The sum of each station's total play or plays of a song multiplied by the station's individual weight. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.



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NEW & ACTIVE

FAITH HILL I Can't Do That Anymore (*Warner Bros.*)

Total Stations: 51, Total Points: 3262, Total Adds: 41, Including: WUBE 25, WWQQ 22, KTST 20, KLLL 19, WYAY 18, KKCS 17, KNAX 16, WTCR 16, KJUG 15, KKIX 15, WDEN 15, WIBW 15, WKHK 15, WKXK 15, WMZQ 15, WUSQ 14, WXCL 14, KYGO 13, WSIX 13, WAXX 12, WKNN 12, WROO 12, WWZD 12, KXDD 10, WTVY 10

PAM TILLIS Betty's Got A Bass Boat (*Arista*)

Total Stations: 68, Total Points: 3260, Total Adds: 11, Including: KPLM 41, KRRV 12, WXBN 9, WQXK 8, KNFR 7, KRYS 7, WMSI 7, WCKT 6, WXCL 6, WKLB 5, WKSF 5
Plays Include: WAMZ 22 (22), WRNS 22 (22), WBCT 18 (18), WGAR 18 (18), WZZK 16 (16), KJUG 15 (15), KKIX 15 (15), KORD 15 (15), WFGY 15 (15), WPKX 14 (14), WTCM 14 (14), WUSQ 14 (5), KYGO 13 (13), WGN 13 (13), WSIX 13 (13)

DARYLE SINGLETARY Amen Kind Of Love (*Giant*)

Total Stations: 48, Total Points: 2859, Total Adds: 16, Including: KGNC 31, WQMX 18, KJUG 15, WKDQ 15, WXBQ 15, WMIL 14, WUSQ 14, KYGO 13, WTNT 12, WGTY 10, KNAX 9, WOV 9, KKIX 7, WOVK 7, WSM 6, WRKZ 5
Plays Include: KNIX 26 (26), KBEQ 24 (18), WDAF 20 (20), WGAR 18 (18), WIVK 15 (15), WTCM 17 (14), KPLX 15 (15), WDEN 15 (15), WFMB 14 (12), WTDR 14 (14)

BURNIN' DAYLIGHT Love Worth Fighting For (*Curb*)

Total Stations: 44, Total Points: 2499, Total Adds: 11, Including: WRBQ 18, WKIS 14, WWWW 13, KBUL 11, WTCM 11, WKSJ 10, WOVK 7, KAJA 5, KGEE 5, WBCT 5, WQYK 5
Plays Include: WKDQ 26 (15), WXBQ 26 (15), KKIX 25 (15), WSOC 25 (25), KBEQ 24 (18), WWQQ 22 (22), KRRV 17 (15), WEZL 16 (16), KJUG 15 (15), KSN 15 (26), WFMB 14 (14), WRNS 14 (14), WSIX 13 (13)

BLACKHAWK King Of The World (*Arista*)

Total Stations: 34, Total Points: 2005, Total Adds: 30, Including: WFGY 35, WBCT 25, KGNC 22, KJUG 21, KBEQ 18, WXTA 16, WZZK 16, KJUG 15, KKIX 15, KYGO 13, WSIX 13, WKLB 12, KEAY 10, KIKF 10, WSSL 10, WTVY 10, WOV 9, KAYD 7, KSOP 7, KUBL 7, WFRG 7, WMJC 7, KFDD 5, KORD 5, KSN 5, KTTS 5, KVOO 5, WDEN 5, WRKZ 5, WTCR 5

DOLLY PARTON Just When I Needed You Most (*Rising Tide*)

Total Stations: 38, Total Points: 1986, Total Adds: 3, Including: WMIL 14, WSM 6, WKLB 5
Plays Include: WWQQ 22 (22), WXTA 21 (16), WPOC 20 (20), WBCT 18 (18), WCMS 18 (18), WGAR 18 (18), WEZL 16 (16), WFGY 15 (15), KPLM 14 (14), WGH 14 (14), WTCM 13 (12), KIKF 10 (5), WTVY 10 (10), WWYZ 10 (10), WXTU 10 (12), KHAY 9 (9), WOV 9 (9), WGTY 8 (7), KKIX 7 (7), KUZZ 7 (7), WMJC 7 (7), WMTZ 7 (7)

RICK TREVINO Running Out Of Reasons To Run (*Columbia*)

Total Stations: 39, Total Points: 1655, Total Adds: 37, Including: WGR 23, WDAF 20, WXTA 16, KJUG 15, WKDQ 15, WPKX 14, WSIX 13, KRRV 12, WACO 12, WKNN 12, KHAY 10, KRYS 10, WTVY 10, WXBQ 10, KNAX 9, KVOO 9, WNCY 9, WOV 9, WRKZ 9, WGTY 8, KAYD 7, KSKS 7, KSOP 7, KUZZ 7, WIXY 7

JAMES BONAMY All I Do Is Love Her (*Epic*)

Total Stations: 26, Total Points: 1274, Total Adds: 18, Including: WAMZ 22, KBEQ 18, WKDQ 15, WAXX 12, WTVY 10, KVOO 9, WDEZ 8, KAYD 7, KJUG 7, KSOP 7, KZSN 7, WUSY 7, KGEE 5, KORD 5, KTTS 5, WDEN 5, WRKZ 5, WTCR 5
Plays Include: KXKC 21 (12), WKSJ 18 (5), WXBQ 15 (10), KYGO 13 (13), WGN 11 (11), WWYZ 10 (5), WNCY 9 (9)

AARON TIPPIN How's The Radio Know (*RCA*)

Total Stations: 33, Total Points: 1271, Total Adds: 5, Including: WUSQ 14, KIKF 10, WSSL 10, WMTZ 6, WCKT 5
Plays Include: WWQQ 22 (22), WFGY 15 (15), WIBW 15 (15), WXTA 15 (15), WAXX 12 (12), WLWI 12 (12), WTCR 11 (11), KGNC 10 (10), WTVY 10 (10), WWYZ 10 (10), KVOO 9 (9), WGTY 9 (10), KRYS 7 (7), KSOP 7 (7), KUZZ 7 (7), WAMZ 7 (7), WFRG 7 (7), WROO 7 (7), WSM 6 (6)

STEVE AZAR Nights Like This (*River North*)

Total Stations: 33, Total Points: 1187, Total Adds: 11, Including: WBOB 16, WAXX 12, WTCM 12, KRYS 7, WAMZ 7, WMSI 7, KFDD 5, KVOO 5, KYGO 5, WBCT 5, WBEE 5
Plays Include: WWQQ 22 (5), KRRV 17 (12), WFMB 12 (12), KBEQ 10 (10), WRNS 10 (10), WWYZ 10 (5), KJUG 7 (7), KKIX 7 (7), KNFR 7 (7), KNUJ 7 (5), KSKS 7 (7), KAJA 5 (5), KTTS 5 (5), WDEN 5 (5), WKSJ 5 (5), WRKZ 5 (5), WSOC 5 (5), WTCR 5 (5), WTKR 5 (5), WTVY 5 (5), WXTA 5 (5), WYCD 5 (5)

CARYL MACK PARKER Better Love Next Time (*Magnatone*)

Total Stations: 27, Total Points: 1021, Total Adds: 3, Including: WOVK 7, WKSJ 5, WWQQ 5
Plays Include: WRKZ 19 (16), KJUG 15 (15), WKXK 15 (15), KPLM 14 (14), KSON 12 (5), KTOO 10 (10), WKSJ 10 (10), WSSL 10 (7), WWYZ 10 (5), KKIX 7 (7), KUBL 7 (7), WMSI 7 (7), KASH 6 (6), WWZD 6 (6), KFDD 5 (5), KTTS 5 (5), KVOO 5 (5), KWJ 5 (5), KYGO 5 (5), WCKT 5 (5), WDEN 5 (5), WKNN 5 (5), WTCR 5 (5), WTVY 5 (5)

PAUL JEFFERSON I Might Just Make It (*Almo Sounds*)

Total Stations: 23, Total Points: 909, Total Adds: 0, Plays Include: WWQQ 22 (22), WKSJ 18 (5), WWWW 13 (5), WTCM 12 (12), WCMS 11 (11), WTVY 10 (10), WWYZ 10 (10), WTDR 9 (9), KTTS 8 (5), KNFR 7 (7), KSKS 7 (7), WFRG 7 (7), WOVK 7 (7), KFDD 5 (5), KRST 5 (5), KSN 5 (5), KTEX 5 (5), WDEN 5 (5), WKLB 5 (5), WSIX 5 (5), WSOC 5 (5), WTCR 5 (5), WXTA 5 (5)

MARK WILLS High Low And In Between (*Mercury*)

Total Stations: 16, Total Points: 803, Total Adds: 12, Including: WBCT 18, WIVK 17, KEAY 10, KHAY 9, WBOB 8, KSOP 7, WFRG 7, WTHI 6, KORD 5, KWJJ 5, KZKX 5, WVLK 5
Plays Include: KYGO 13 (13), WWYZ 10 (5), KFDD 5 (5), WKCN 5 (5)

STEPHANIE BENTLEY Dead Ringer (*Epic*)

Total Stations: 15, Total Points: 487, Total Adds: 1, Including: KIKF 5
Plays Include: WWQQ 22 (22), WKSJ 18 (5), WTVY 10 (10), WWYZ 10 (10), KVOO 9 (5), KNUJ 7 (5), WMTZ 7 (7), KFDD 5 (5), KTTS 5 (5), WDEN 5 (5), WKCN 5 (5), WSOC 5 (5), WTCR 5 (5), WXTA 5 (5)

CONFEDERATE RAILROAD The One You Love The Most (*Atlantic*)

Total Stations: 12, Total Points: 442, Total Adds: 10, Including: KKIX 15, WXTA 15, WTVY 10, WSM 6, KTTS 5, KVOO 5, WDEN 5, WKSJ 5, WRKZ 5, WTCR 5
Plays Include: WWYZ 10 (5), WUSY 9 (9)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

Mark Edwards • (214) 991-9200

Country Coast To Coast

Adds:

MARY CHAPIN CARPENTER Let Me Into Your Heart
WADE HAYES Where Do I Go From Here
NEAL McCOY Going, Going, Gone
LEANN RIMES One Way Ticket (Because...)
RANDY TRAVIS Would I

Hottest:

TRAVIS TRITT More Than You'll Ever Know
DEANA CARTER Strawberry Wine
KENNY CHESNEY Me And You
GEORGE STRAIT I Can Still Make Cheyenne
ALABAMA The Maker Said Take Her

Real Country

Dave Nicholson • (602) 966-6236

Adds:

GARTH BROOKS That Ol' Wind
ALAN JACKSON Little Bitty
DAVID KERSH Goodnight Sweetheart

Hottest:

TRAVIS TRITT More Than You'll Ever Know
TRISHA YEARWOOD Believe Me Baby (I Lied)
DAVID LEE MURPHY The Road You Leave Behind
PAUL BRANDT I Do
GEORGE STRAIT I Can Still Make Cheyenne

AFTER MIDNITE ENTERTAINMENT

Craig Scott • (901) 755-9753

Adds:

MARY CHAPIN CARPENTER Let Me Into Your Heart
FAITH HILL I Can't Do That Anymore
NEAL McCOY Going, Going, Gone

Hottest:

TRACY LAWRENCE Stars Over Texas
TRISHA YEARWOOD Believe Me Baby (I Lied)
ALABAMA The Maker Said Take Her
PAUL BRANDT I Do
COLLIN RAYE Love Remains

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Adds:

RHETT AKINS Love You Back
WADE HAYES Where Do I Go To Start All Over?
LEE ROY PARNELL We All Get Lucky Sometimes

Hottest:

TRISHA YEARWOOD Believe Me Baby (I Lied)
PAUL BRANDT I Do
VINCE GILL Worlds Apart
JO DEE MESSINA You're Not In Kansas Anymore
KENNY CHESNEY Me And You

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Adds:

GARTH BROOKS That Ol' Wind
TERRI CLARK Poor, Poor, Pitiful Me
REBA McENTIRE The Fear Of Being Alone
TIM MCGRAW Maybe We Should Just Sleep On It

Hottest:

ALABAMA The Maker Said Take Her
TRISHA YEARWOOD Believe Me Baby (I Lied)
CLINT BLACK Like The Rain
TRACY LAWRENCE Stars Over Texas
PAUL BRANDT I Do

Digital Country — L.J. Smith

Adds:

DAVID KERSH Goodnight Sweetheart
LEANN RIMES One Way Ticket (Because...)
RICK TREVINO Running Out Of Reasons To Run
MARK WILLS High Low And In Between

Hottest:

TRACY LAWRENCE Stars Over Texas
TRISHA YEARWOOD Believe Me Baby (I Lied)
PAUL BRANDT I Do
CLINT BLACK Like The Rain
TOBY KEITH A Woman's Touch

BROADCAST PROGRAMMING CONTINUED

Digital New Country — L.J. Smith

Adds:

LEANN RIMES One Way Ticket (Because...)
RICK TREVINO Running Out Of Reasons To Run
MARK WILLS High Low And In Between

Hottest:

TRACY LAWRENCE Stars Over Texas
TRISHA YEARWOOD Believe Me Baby (I Lied)
JO DEE MESSINA You're Not In Kansas Anymore
PAUL BRANDT I Do
CLINT BLACK Like The Rain

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

CD Country — John Hendricks

Adds:

BILLY DEAN I Wouldn't Be A Man
RICK TREVINO Running Out Of Reasons To Run

Hottest:

DEANA CARTER Strawberry Wine
REBA McENTIRE The Fear Of Being Alone
TERRI CLARK Poor, Poor, Pitiful Me
TRACY BYRD Big Love
BR5-49 Cherokee Boogie

U.S. Country — Jim Murphy

Adds:

TY ENGLAND Irresistible You
NEAL McCOY Going, Going, Gone
TIM MCGRAW Maybe We Should Just Sleep On It

Hottest:

ALABAMA The Maker Said Take Her
PAUL BRANDT I Do
VINCE GILL Worlds Apart
JO DEE MESSINA You're Not In Kansas Anymore
TRISHA YEARWOOD Believe Me Baby (I Lied)

WESTWOOD ONE RADIO NETWORKS

Bob McNeill • (805) 294-9000

Hot Country — David Felker

Adds:

MARY CHAPIN CARPENTER Let Me Into Your Heart
NEAL McCOY Going, Going, Gone
TIM MCGRAW Maybe We Should Just Sleep On It
RANDY TRAVIS Would I

Hottest:

CLINT BLACK Like The Rain
TRISHA YEARWOOD Believe Me Baby (I Lied)
PAUL BRANDT I Do
TRACY LAWRENCE Stars Over Texas
VINCE GILL Worlds Apart

Mainstream Country — David Felker

Adds:

TERRI CLARK Poor, Poor, Pitiful Me

Hottest:

TY HERNOON Living In A Moment
CLINT BLACK Like The Rain
TRISHA YEARWOOD Believe Me Baby (I Lied)
PAUL BRANDT I Do
TRACY LAWRENCE Stars Over Texas

TNN

THE NASHVILLE NETWORK

60.2 million households

Traci Todd,

Manager/Video Programming

ADDS

MARY CHAPIN CARPENTER Let Me Into Your Heart (*Columbia*)
CHRIS LADOUX Five Dollar Fine (*Capital*)
NEAL McCOY Going, Going, Gone (*Atlantic*)

HEAVY

JOHN BERRY Change My Mind (*Capital*)
PAUL BRANDT I Do (*Reprise*)
BILLY RAY CYRUS Trail Of Tears (*Mercury*)
KENNY CHESNEY Me And You (*BNA*)
VINCE GILL Worlds Apart (*MCA*)
SAMMY KERSHAW Vidalia (*Mercury*)
TRACY LAWRENCE Stars Over Texas (*Atlantic*)
PATTY LOVELESS Lonely Too Long (*Epic*)
DAVID LEE MURPHY The Road You Leave Behind (*MCA*)
TRAVIS TRITT More Than You'll Ever Know (*Warner Bros.*)

Information current as of October 7.

CMT

COUNTRY MUSIC TELEVISION

30.8 million households

Tracy Rogers, Director/Programming

Paul Hastaba, VP/GM

ADDS

LISA BROKOP West Of Crazy (*Capitol*)
TERRI CLARK Poor, Poor, Pitiful Me (*Mercury*)
HELEN DARLING Full Deck Of Cards (*Decca*)
CLELUST LADD (She's Got A Butt) Bigger Than The Beatles (*Fazoo & Te*)
REBA McENTIRE The Fear Of Being Alone (*MCA*)

TOP 10

DAVID LEE MURPHY The Road You Leave Behind (*MCA*)
SAMMY KERSHAW Vidalia (*Mercury*)
KENNY CHESNEY Me And You (*BNA*)
VINCE GILL Worlds Apart (*MCA*)
BILLY RAY CYRUS Trail Of Tears (*Mercury*)
JOHN BERRY Change My Mind (*Capital*)
TRACY LAWRENCE Stars Over Texas (*Atlantic*)
TRAVIS TRITT More Than You'll Ever Know (*Warner Bros.*)
PAUL BRANDT I Do (*Reprise*)
SHANIA TWAIN Home Ain't Where His Heart Is Anymore (*Mercury*)

HEAVY

JOHN BERRY Change My Mind (*Capital*)
PAUL BRANDT I Do (*Reprise*)
BROOKS & DUNN Marry Don't Get Dressed Up For Nothing (*Arista*)
KENNY CHESNEY Me And You (*BNA*)
BILLY RAY CYRUS Trail Of Tears (*Mercury*)
VINCE GILL Worlds Apart (*MCA*)
SAMMY KERSHAW Vidalia (*Mercury*)
PATTY LOVELESS Lonely Too Long (*Epic*)
JOHN MICHAEL MONTGOMERY Ain't Got Nothin' On Us (*Atlantic*)
SHANIA TWAIN Home Ain't Where His Heart Is Anymore (*Mercury*)
TRAVIS TRITT More Than You'll Ever Know (*Warner Bros.*)

HOT SHOTS

JAMES BONAMY All I Do Is Love Her (*Epic*)
LISA BROKOP West Of Crazy (*Capitol*)
MARY CHAPIN CARPENTER Let Me Into Your Heart (*Columbia*)
TERRI CLARK Poor, Poor, Pitiful Me (*Mercury*)
HELEN DARLING Full Deck Of Cards (*Decca*)
TIM MCGRAW Maybe We Should Just Sleep On It (*Curb*)
DOLLY PARTON Just When I Needed You Most (*Rising Tide*)
LEANN RIMES One Way Ticket (*MCA/Curb*)
DARYLE SINGLETARY Amen Kind Of Love (*Giant*)
RANDY TRAVIS Would I (*Warner Bros.*)
RICK TREVINO Running Out Of Reasons To Run (*Columbia*)
BRYAN WHITE That's Another Song (*Asylum*)

Heavy rotation songs receive four to five plays per day.
Hot Shots receive three to four plays per day. Pick Hits of the Week receive an extra play above heavy rotation per day. All Top 10 videos also receive heavy rotation.

Information current as of October 9.

COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

WQMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 MILA MASON 18 RANDY TRAVIS 18 DARYLE SINGLETARY	WKLB/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers 12 CLAY WALKER 20 M. CHAPIN CARPENTER 12 LEANN RIMES 12 TERRI CLARK 12 BLACKHAWK 5 WYNONNA 5 DOLLY PARTON 5 PAM TILLIS 5 GARY ALLAN 5 TIM MCGRAW	KSCS/Dallas, TX PD: Dean James MD: Linda O'Brian 16 JOHN BERRY	KSXS/Fresno, CA PD: Ken Boesen 16 LEANN RIMES 7 RICK TREVINO 7 BRYAN WHITE	WMTZ/Johnstown, PA PD/MD: Brian Cleary 10 TIM MCGRAW 10 TERRI CLARK 6 MARK CHESNUTT 6 AARON TIPPIN 6 LEE ROY PARNELL 6 BR5-49	WGKX/Memphis, TN Interim PD: Mark Billingsley 10 GARY ALLAN	WOW/Omaha, NE PD: Ken Brooks MD: Tom Scott 9 BLACKHAWK 9 FAITH HILL 9 RICK TREVINO 9 BRYAN WHITE 9 DARYLE SINGLETARY	KFRG/Riverside, CA PD: Don Jeffrey 16 M. CHAPIN CARPENTER	KNFR/Spokane, WA PD: Jay Daniels MD: Paul Neuman 14 M. CHAPIN CARPENTER 14 TIM MCGRAW 14 LEANN RIMES 7 PAM TILLIS	KNUE/Tyler, TX PD: Amy Austin MD: Chuck McKinley 10 MINDY MCCREADY 10 LEANN RIMES
WGNA/Albany, NY DM: Fred Horton MD: Bill Earley 13 BRYAN WHITE	WYRK/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	WOGY/Memphis, TN PD: Polly Wogg MD: Hopalong Cassidy 10 GARY ALLAN 7 TRACY BYRD 7 TIM MCGRAW 7 M. CHAPIN CARPENTER 7 MARTINA MCBRIDE	WWKA/Olando, FL PD: Mike Moore MD: Shadow Stevens 17 TRACY BYRD 5 FAITH HILL	WBYE/Rochester, NY PD: Bob Barnett MD: Coyote Collins 5 TRACE ADKINS 5 STEVE AZAR	WFMB/Springfield, IL PD: Bob Grayson MD: John Spaulding 12 TIM MCGRAW 12 BRYAN WHITE 12 RHETT AKINS 12 TERRI CLARK	WFRR/Utica-Rome, NY PD/MD: Chris Atkins 7 TERRI CLARK 7 LEANN RIMES 7 MARK WILLS 7 BLACKHAWK
WFGY/Altoona, PA PD/MD: Polly Wogg 35 BLACKHAWK 15 LEANN RIMES 15 GARY ALLAN 15 TRACE ADKINS 15 TIM MCGRAW 15 NEAL MCCOY	WYRK/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	WOGY/Memphis, TN PD: Polly Wogg MD: Hopalong Cassidy 10 GARY ALLAN 7 TRACY BYRD 7 TIM MCGRAW 7 M. CHAPIN CARPENTER 7 MARTINA MCBRIDE	WWKA/Olando, FL PD: Mike Moore MD: Shadow Stevens 17 TRACY BYRD 5 FAITH HILL	WBYE/Rochester, NY PD: Bob Barnett MD: Coyote Collins 5 TRACE ADKINS 5 STEVE AZAR	WFMB/Springfield, IL PD: Bob Grayson MD: John Spaulding 12 TIM MCGRAW 12 BRYAN WHITE 12 RHETT AKINS 12 TERRI CLARK	WFRR/Utica-Rome, NY PD/MD: Chris Atkins 7 TERRI CLARK 7 LEANN RIMES 7 MARK WILLS 7 BLACKHAWK
WYWK/Albuquerque, NM PD: Ken Johnson MD: Pat O'Brien 12 TY ENGLAND 12 TERRI CLARK	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	WOGY/Memphis, TN PD: Polly Wogg MD: Hopalong Cassidy 10 GARY ALLAN 7 TRACY BYRD 7 TIM MCGRAW 7 M. CHAPIN CARPENTER 7 MARTINA MCBRIDE	WWKA/Olando, FL PD: Mike Moore MD: Shadow Stevens 17 TRACY BYRD 5 FAITH HILL	WBYE/Rochester, NY PD: Bob Barnett MD: Coyote Collins 5 TRACE ADKINS 5 STEVE AZAR	WFMB/Springfield, IL PD: Bob Grayson MD: John Spaulding 12 TIM MCGRAW 12 BRYAN WHITE 12 RHETT AKINS 12 TERRI CLARK	WFRR/Utica-Rome, NY PD/MD: Chris Atkins 7 TERRI CLARK 7 LEANN RIMES 7 MARK WILLS 7 BLACKHAWK
WYWK/Albuquerque, NM PD: Ken Johnson MD: Pat O'Brien 12 TY ENGLAND 12 TERRI CLARK	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 5 TRACY BYRD	KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 RICK TREVINO 12 WESTERN FLYER 12 KEVIN SHARP 12 JAMES T. HORN 12 PAM TILLIS	WOGY/Memphis, TN PD: Polly Wogg MD: Hopalong Cassidy 10 GARY ALLAN 7 TRACY BYRD 7 TIM MCGRAW 7 M. CHAPIN CARPENTER 7 MARTINA MCBRIDE	WWKA/Olando, FL PD: Mike Moore MD: Shadow Stevens 17 TRACY BYRD 5 FAITH HILL	WBYE/Rochester, NY PD: Bob Barnett MD: Coyote Collins 5 TRACE ADKINS 5 STEVE AZAR	WFMB/Springfield, IL PD: Bob Grayson MD: John Spaulding 12 TIM MCGRAW 12 BRYAN WHITE 12 RHETT AKINS 12 TERRI CLARK	WFRR/Utica-Rome, NY PD/MD: Chris Atkins 7 TERRI CLARK 7 LEANN RIMES 7 MARK WILLS 7 BLACKHAWK

192 Total Reporters
 192 Current Reporters
 190 Current Playlists
 Reported Frozen Playlist (1):
 KHAK/Cedar Rapids, IA
 Did Not Report, Playlist Frozen (1):
 WITL/Lansing, MI

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

WKL
MARKET #10
WKL/Boston
(617) 542-0241
Brophey/Rogers

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
40	40	40	40	40	TY HERNDON/Living In A Moment
40	40	40	40	40	BRYAN WHITE/So Much For
40	40	40	40	40	FAITH HILL/You Can't Lose Me
40	40	40	40	40	TRISHA YEARWOOD/Believe Me Baby...
40	40	40	40	40	JO DEE MESSINA/You're Not In...
40	40	40	40	40	VINCE GILL/Worlds Apart
20	20	20	20	20	ALABAMA/The Maker Said...
20	20	20	20	20	DAVID LEE MURPHY/The Road You...
20	20	20	20	20	CLINT BLACK/Like The Rain
20	20	20	20	20	JOHN BERRY/Change My Mind
20	20	20	20	20	COLLIN RAYE/Love Remains
20	20	20	20	20	TRAVIS TRITT/More Than You'll...
20	20	20	20	20	PATTY LOVELESS/Lonely Too Long
20	20	20	20	20	REBA MCENTIRE/The Fear Of Being...
12	20	20	20	20	TOBY KEITH/A Woman's Touch
12	20	20	20	20	PAUL BRANDT/Do
12	20	20	20	20	JOHN M. MONTGOMERY/Ain't Got Nothin'...
12	12	12	12	12	DIAMOND RIO/It's All In Your...
12	12	12	12	12	GEORGE STRAIT/Can Still Make...
5	5	5	5	5	GARTH BROOKS/That Of Wind
5	5	5	5	5	M. CHAPIN CARPENTER/Let Me Into Your...
5	5	5	5	5	BROOKS & DUNN/Mama Don't Get...
5	5	5	5	5	SAMMY KERSHAW/Vidalia
5	5	5	5	5	RICOCHET/Love Is Stronger...
5	5	5	5	5	MARTINA MCBRIDE/Swingin' Doors
5	5	5	5	5	KENNY CHESNEY/Me And You
5	5	5	5	5	MILA MASON/That's Enough Of...
5	5	5	5	5	CLAY WALKER/Bury The Shovel
5	5	5	5	5	LEANN RIMES/One Way Ticket...
5	5	5	5	5	TERRI CLARK/Poor Poor Pitiful Me
5	5	5	5	5	BLACKHAWK/King Of The World
40	40	40	40	40	MINDY MCCREARY/Guys Do It All...
40	40	40	40	40	BILLY DEAN/That Girl's Been...
5	5	5	5	5	PAUL JEFFERSON/I Might Just Make It
5	5	5	5	5	WYNNONNA/My Angel Is Here
5	5	5	5	5	DOLLY PARTON/Just When I...
5	5	5	5	5	DEANA CARTER/Strawberry Wine
5	5	5	5	5	TY ENGLAND/Inresistible You
5	5	5	5	5	WESTERN FLYER/What Will You Do...
5	5	5	5	5	TRACE ADKINS/Every Light In

98.9 KISS FM
MARKET #11
WKIS/Miami
(954) 431-6200
McKay/Evans

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
24	36	36	36	36	ALABAMA/The Maker Said...
24	36	36	36	36	CLINT BLACK/Like The Rain
24	36	36	36	36	PAUL BRANDT/Do
14	24	24	24	24	KENNY CHESNEY/Me And You
24	36	36	36	36	SAMMY KERSHAW/Vidalia
14	24	24	24	24	PATTY LOVELESS/Lonely Too Long
24	36	36	36	36	DAVID LEE MURPHY/The Road You...
24	36	36	36	36	COLLIN RAYE/Love Remains
14	24	24	24	24	TRAVIS TRITT/More Than You'll...
24	24	24	24	24	DEANA CARTER/Strawberry Wine
24	24	24	24	24	TRACE ADKINS/Every Light In...
14	24	24	24	24	JOHN BERRY/Change My Mind
14	24	24	24	24	BR5-49/Cherokee Boogie
24	24	24	24	24	GARTH BROOKS/That Of Wind
14	24	24	24	24	DIAMOND RIO/It's All In Your...
14	24	24	24	24	BROOKS & DUNN/Mama Don't Get...
14	24	24	24	24	TY ENGLAND/Inresistible You
14	24	24	24	24	REBA MCENTIRE/The Fear Of Being...
14	24	24	24	24	JOHN M. MONTGOMERY/Ain't Got Nothin'...
14	24	24	24	24	RICOCHET/Love Is Stronger...
14	24	24	24	24	GEORGE STRAIT/Can Still Make...
14	24	24	24	24	RHETT AKINS/Love You Back
14	24	24	24	24	SUZIE BOGUS/No Way Out
14	24	24	24	24	TRACE ADKINS/Every Light In...
14	24	24	24	24	TERRI CLARK/Poor Poor Pitiful Me
14	24	24	24	24	BURNIN' DAYLIGHT/How Worth It
14	24	24	24	24	WESTERN FLYER/What Will You Do...
14	24	24	24	24	GEORGE JONES/Honky Tonk Song
14	24	24	24	24	LEONARD BARNES/When Cowboy...
14	24	24	24	24	MILA MASON/That's Enough Of...
14	24	24	24	24	LEE ROY PARNELL/We All Get Lucky...
14	24	24	24	24	LEANN RIMES/One Way Ticket...
14	24	24	24	24	CLAY WALKER/Bury The Shovel
14	24	24	24	24	WYNNONNA/My Angel Is Here
14	24	24	24	24	NEAL MCCOY/Going, Going, Gone
14	24	24	24	24	GARY ALLAN/Her Man
10	10	10	10	10	RHETT AKINS/Don't Get Me Started
10	10	10	10	10	PAUL BRANDT/My Heart Has A...
10	10	10	10	10	TERRI CLARK/If I Were You
10	10	10	10	10	DIAMOND RIO/That's What I Get...

101.5 FM Kicks
MARKET #12
WKHX/Atlanta
(770) 955-0101
McGinley/Gray

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
38	38	38	38	38	TRISHA YEARWOOD/Believe Me Baby
38	38	38	38	38	VINCE GILL/Worlds Apart
38	38	38	38	38	PAUL BRANDT/Do
28	38	38	38	38	CLINT BLACK/Like The Rain
28	38	38	38	38	TOBY KEITH/A Woman's Touch
28	38	38	38	38	JO DEE MESSINA/You're Not In...
28	38	38	38	38	ALABAMA/The Maker Said...
28	38	38	38	38	COLLIN RAYE/Love Remains
28	38	38	38	38	TRAVIS TRITT/More Than You'll...
28	38	38	38	38	DEANA CARTER/Strawberry Wine
28	38	38	38	38	DAVID LEE MURPHY/The Road You...
28	38	38	38	38	DEANA CARTER/Strawberry Wine
28	38	38	38	38	SAMMY KERSHAW/Vidalia
18	38	38	38	38	GEORGE STRAIT/Can Still Make...
18	38	38	38	38	PATTY LOVELESS/Lonely Too Long
18	38	38	38	38	JOHN M. MONTGOMERY/Ain't Got Nothin'...
18	38	38	38	38	JOHN BERRY/Change My Mind
18	38	38	38	38	BROOKS & DUNN/Mama Don't Get...
18	38	38	38	38	DIAMOND RIO/It's All In Your...
18	38	38	38	38	RICOCHET/Love Is Stronger...
18	38	38	38	38	REBA MCENTIRE/The Fear Of Being...
18	38	38	38	38	TRACE ADKINS/Every Light In...
18	38	38	38	38	GARTH BROOKS/That Of Wind
16	16	16	16	16	BROOKS & DUNN/Am That Man
16	16	16	16	16	JAMES BONAMY/Don't Think I Will
38	38	38	38	38	TRACY LAWRENCE/Stars Over Texas
38	38	38	38	38	FAITH HILL/You Can't Lose Me
16	16	16	16	16	NEAL MCCOY/Going, Going, Gone
38	38	38	38	38	MINDY MCCREARY/Guys Do It All...
16	16	16	16	16	TIM MCGRAW/She Never Lets It...
16	16	16	16	16	BILLY DEAN/That Girl's Been...
38	38	38	38	38	MARK WILLIS/Jacob's Ladder
38	38	38	38	38	BRYAN WHITE/So Much For...
38	38	38	38	38	TY HERNDON/Living In A Moment

Y106.7
MARKET #12
WYAY/Atlanta
(770) 955-0106
McGinley/Gray

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
42	42	42	42	42	TRISHA YEARWOOD/Believe Me Baby...
42	42	42	42	42	VINCE GILL/Worlds Apart
42	42	42	42	42	PAUL BRANDT/Do
32	42	42	42	42	DEANA CARTER/Strawberry Wine
32	42	42	42	42	CLINT BLACK/Like The Rain
32	42	42	42	42	GEORGE STRAIT/Can Still Make...
32	42	42	42	42	TRAVIS TRITT/More Than You'll...
32	42	42	42	42	KENNY CHESNEY/Me And You
32	42	42	42	42	PATTY LOVELESS/Lonely Too Long
42	42	42	42	42	TOBY KEITH/A Woman's Touch
42	42	42	42	42	DAVID LEE MURPHY/The Road You...
32	42	42	42	42	JOHN BERRY/Change My Mind
32	42	42	42	42	JOHN M. MONTGOMERY/Ain't Got Nothin'...
32	42	42	42	42	SAMMY KERSHAW/Vidalia
18	32	32	32	32	BROOKS & DUNN/Mama Don't Get...
18	32	32	32	32	DIAMOND RIO/It's All In Your...
18	32	32	32	32	REBA MCENTIRE/The Fear Of Being...
18	32	32	32	32	RICOCHET/Love Is Stronger...
18	32	32	32	32	CLAY WALKER/Bury The Shovel
18	32	32	32	32	GARTH BROOKS/That Of Wind
18	32	32	32	32	COLLIN RAYE/Love Remains
18	32	32	32	32	WESTERN FLYER/What Will You Do...
18	32	32	32	32	TRACE ADKINS/Every Light In...
18	32	32	32	32	TY ENGLAND/Inresistible You
18	32	32	32	32	TY ENGLAND/Inresistible You
18	32	32	32	32	DAVID KERSH/Goodnight Sweetheart
18	32	32	32	32	WYNNONNA/My Angel Is Here
18	32	32	32	32	MARTINA MCBRIDE/Swingin' Doors
18	32	32	32	32	RHETT AKINS/Love You Back
18	32	32	32	32	TRACY BYRD/Big Love
18	32	32	32	32	NEAL MCCOY/Going, Going, Gone
18	32	32	32	32	ALABAMA/The Maker Said...
18	32	32	32	32	MARK WILLIS/Jacob's Ladder
18	32	32	32	32	M. CHAPIN CARPENTER/Let Me Into Your...
18	32	32	32	32	TIM MCGRAW/Maybe We Should...
18	32	32	32	32	LEE ROY PARNELL/We All Get Lucky...
18	32	32	32	32	FAITH HILL/Can't Do That...
18	32	32	32	32	BRYAN WHITE/That's Another Song
18	32	32	32	32	JAMES BONAMY/Don't Think I Will

94.7 WMPSE
MARKET #13
KNMP/Seattle
(206) 443-9400
Sledge/Thomas

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
28	41	41	41	41	TOBY KEITH/A Woman's Touch
28	41	41	41	41	CLINT BLACK/Like The Rain
28	41	41	41	41	SAMMY KERSHAW/Vidalia
28	41	41	41	41	JOHN BERRY/Change My Mind
41	41	41	41	41	VINCE GILL/Worlds Apart
41	41	41	41	41	ALABAMA/The Maker Said...
41	41	41	41	41	TRISHA YEARWOOD/Believe Me Baby...
41	41	41	41	41	JO DEE MESSINA/You're Not In...
41	41	41	41	41	FAITH HILL/You Can't Lose Me
41	41	41	41	41	BRYAN WHITE/So Much For...
5	5	5	5	5	JOHN M. MONTGOMERY/Ain't Got Nothin'...
16	28	28	28	28	GEORGE STRAIT/Can Still Make...
16	28	28	28	28	BROOKS & DUNN/Mama Don't Get...
16	28	28	28	28	WESTERN FLYER/What Will You Do...
28	28	28	28	28	WYNNONNA/My Angel Is Here
28	28	28	28	28	PAUL BRANDT/Do
28	28	28	28	28	PATTY LOVELESS/Lonely Too Long
28	28	28	28	28	TRAVIS TRITT/More Than You'll...
28	28	28	28	28	DAVID LEE MURPHY/The Road You...
28	28	28	28	28	KENNY CHESNEY/Me And You
16	16	16	16	16	DEANA CARTER/Strawberry Wine
16	16	16	16	16	WESTERN FLYER/What Will You Do...
16	16	16	16	16	TRACE ADKINS/Every Light In...
16	16	16	16	16	BILLY DEAN/That Girl's Been...
16	16	16	16	16	MORGAN & RANDALL/By My Side
41	41	41	41	41	TY HERNDON/Living In A Moment
41	41	41	41	41	BROOKS & DUNN/Am That Man
22	22	22	22	22	MINDY MCCREARY/Seven Thousand Angels
41	41	41	41	41	TIM MCGRAW/She Never Lets It...
41	41	41	41	41	MINDY MCCREARY/Guys Do It All...
22	22	22	22	22	GEORGE STRAIT/Carried Away
28	28	28	28	28	TRACY LAWRENCE/Stars Over Texas
28	28	28	28	28	TERRI CLARK/Poor Poor Pitiful Me
28	28	28	28	28	REBA MCENTIRE/The Fear Of Being...
5	5	5	5	5	KEVIN SHARP/Nobody Knows
5	5	5	5	5	M. CHAPIN CARPENTER/Let Me Into Your...
5	5	5	5	5	TERRI CLARK/Poor Poor Pitiful Me
5	5	5	5	5	COLLIN RAYE/Love Remains
16	16	16	16	16	LEANN RIMES/One Way Ticket...
16	16	16	16	16	DIAMOND RIO/It's All In Your...
16	16	16	16	16	TRACE ADKINS/Every Light In
10	10	10	10	10	JAMES BONAMY/Don't Think I Will

WJUC
MARKET #14
WJUC/Long Island
(516) 423-6740
Asker

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
38	38	38	38	38	TY HERNDON/Living In A Moment
38	38	38	38	38	ALABAMA/The Maker Said...
38	38	38	38	38	VINCE GILL/Worlds Apart
38	38	38	38	38	TRACY LAWRENCE/Stars Over Texas
22	38	38	38	38	TRISHA YEARWOOD/Believe Me Baby...
22	38	38	38	38	PAUL BRANDT/Do
22	38	38	38	38	COLLIN RAYE/Love Remains
22	38	38	38	38	TRAVIS TRITT/More Than You'll...
22	38	38	38	38	KENNY CHESNEY/Me And You
22	38	38	38	38	JO DEE MESSINA/You're Not In...
22	38	38	38	38	SAMMY KERSHAW/Vidalia
22	38	38	38	38	DAVID LEE MURPHY/The Road You...
22	38	38	38	38	PATTY LOVELESS/Lonely Too Long
22	38	38	38	38	JOHN M. MONTGOMERY/Ain't Got Nothin'...
22	38	38	38	38	CLINT BLACK/Like The Rain
15	22	22	22	22	RICOCHET/Love Is Stronger...</

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

WQYK MARKET #21
 WQYK/Tampa (813) 576-6055
 Martin/Roberts

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
18	18	18	32	ALABAMA/The Maker Said...	
18	18	18	32	CLINT BLACK/Like The Rain	
18	18	32	PAUL BRANDT/Do		
32	32	32	32	VINCE GILL/Worlds Apart	
32	32	32	32	TRACY LAWRENCE/Stars Over Texas	
18	18	32	32	TOBY KEITH/Woman's Touch	
18	18	32	32	COLLIN RAYE/Love Remains	
18	18	32	32	TRAVIS TRITT/More Than You'll...	
18	18	32	32	TRISHA YEARWOOD/Believe Me Baby...	
18	18	32	32	JO DEE MESSINA/You're Not In...	
32	32	32	32	RICK TREVINNO/Learning As You Go	
32	32	32	32	BRYAN WHITE/So Much For...	
10	18	18	32	GARTH BROOKS/That Ol' Wind	
18	18	18	32	BROOKS & DUNN/Mama Don't Get...	
18	18	18	32	DEANA CARTER/Strawberry Wine	
18	18	18	32	KENNY CHESNEY/Me And You	
10	18	18	32	TY ENGLAND/Inresistible You	
10	18	18	32	PATTY LOVELESS/Lonely Too Long	
10	18	18	32	REBA MCENTIRE/The Fear Of Being...	
10	18	18	32	TRAVIS TRITT/More Than You'll...	
18	18	18	32	JOHN M. MONTGOMERY/Ain't Got Nothin'	
18	18	18	32	DAVID LEE MURPHY/The Road You...	
18	18	18	32	GEORGE STRAIT/Can Still Make...	
18	18	18	32	TRAVIS TRITT/More Than You'll...	
10	18	18	32	CLAY WALKER/Bury The Shovel	
10	10	10	32	WESTERN FLYER/What Will You Do...	
10	10	10	32	BRS-49/Cherokee Boogie	
12	12	12	32	RHETT AKINS/Don't Get Me Started	
32	32	32	32	JAMES BONAMY/Don't Think I Will	
12	12	12	32	BROOKS & DUNN/Am That Man	
12	12	12	32	WADE HAYES/On A Good Night	
32	32	32	32	FAITH HILL/You Can't Lose Me	
12	12	12	32	NEAL MCCOY/Then You Can Tell...	
32	32	32	32	MINDY MCCREADY/Guys Do It All...	
20	12	12	32	TIM MCGRAW/She Never Lets It	
12	12	12	32	RICOCHET/Daddy's Money	
20	12	12	32	GEORGE STRAIT/Carried Away	
12	12	12	32	SHANIA TWAIN/No One Needs To Know	
12	12	12	32	CLAY WALKER/Only On Days That	
5	5	10	32	TRACE ADKINS/Every Light In...	

Q103 MARKET #21
 WRBQ/Tampa (813) 287-1047
 Lane

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
25	45	45	45	45	TY ENGLAND/Inresistible You
25	25	25	45	DAVID LEE MURPHY/The Road You...	
25	45	45	45	VINCE GILL/Worlds Apart	
25	45	45	45	BRYAN WHITE/So Much For...	
25	25	45	45	COLLIN RAYE/Love Remains	
25	45	45	45	CLINT BLACK/Like The Rain	
45	45	45	45	TY HERNDON/Living In A Moment	
45	45	45	45	PAUL BRANDT/Do	
45	45	45	45	TRACY LAWRENCE/Stars Over Texas	
18	25	25	45	ALABAMA/The Maker Said...	
28	28	28	45	TERRI CLARK/Poor Poor Pitiful Me	
18	18	28	45	BROOKS & DUNN/Mama Don't Get...	
28	28	28	45	DEANA CARTER/Strawberry Wine	
28	28	28	45	CLAY WALKER/Bury The Shovel	
18	18	18	45	TIM MCGRAW/Maybe We Should...	
18	18	18	45	TRAVIS TRITT/More Than You'll...	
25	25	25	45	PATTY LOVELESS/Lonely Too Long	
25	25	25	45	JOHN BERRY/Change My Mind	
18	18	18	45	GEORGE STRAIT/Can Still Make...	
25	25	25	45	REBA MCENTIRE/The Fear Of Being...	
18	18	18	45	KENNY CHESNEY/Me And You	
18	18	18	45	GARTH BROOKS/That Ol' Wind	
25	25	25	45	TOBY KEITH/Woman's Touch	
25	25	25	45	WESTERN FLYER/What Will You Do...	
28	28	28	45	JOHN M. MONTGOMERY/Ain't Got Nothin'	
45	45	45	45	TRISHA YEARWOOD/Believe Me Baby...	
25	25	25	45	GEORGE STRAIT/Carried Away	
45	45	45	45	TIM MCGRAW/She Never Lets It	
25	25	25	45	DIAMOND RIO/That's What I Get...	
45	45	45	45	JAMES BONAMY/Don't Think I Will	
25	25	25	45	NEAL MCCOY/Then You Can Tell...	
45	45	45	45	FAITH HILL/You Can't Lose Me	
45	45	45	45	MARK WILLIS/Jacob's Ladder	
45	45	45	45	CLINT BLACK/Like The Rain	
45	45	45	45	SAMMY KERSHAW/Vidalia	
18	18	18	45	PAUL BRANDT/Do	
18	18	18	45	TRACE ADKINS/Every Light In...	
18	18	18	45	RICOCHET/Love Is Stronger...	
18	18	18	45	DIAMOND RIO/It's All In Your...	

WGAR MARKET #22
 WGAR/Cleveland (216) 328-9950
 Nugent/Collier

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
36	36	36	36	36	ALABAMA/The Maker Said...
25	33	36	36	36	PAUL BRANDT/Do
25	25	25	36	36	KENNY CHESNEY/Me And You
36	36	36	36	36	VINCE GILL/Worlds Apart
25	36	36	36	36	TOBY KEITH/Woman's Touch
25	36	36	36	36	TRACY LAWRENCE/Stars Over Texas
25	36	36	36	36	COLLIN RAYE/Love Remains
25	36	36	36	36	TRAVIS TRITT/More Than You'll...
25	25	25	36	36	TRISHA YEARWOOD/Believe Me Baby...
25	25	25	36	36	CLINT BLACK/Like The Rain
18	25	25	36	36	BROOKS & DUNN/Mama Don't Get...
18	25	25	36	36	M. CHAPIN CARPENTER/Let Me Into Your...
18	18	25	36	36	DEANA CARTER/Strawberry Wine
18	18	25	36	36	TERRI CLARK/Poor Poor Pitiful Me
18	18	25	36	36	TY ENGLAND/Inresistible You
25	25	25	36	36	SAMMY KERSHAW/Vidalia
25	25	25	36	36	PATTY LOVELESS/Lonely Too Long
25	25	25	36	36	NEAL MCCOY/Going, Going, Gone
25	25	25	36	36	REBA MCENTIRE/The Fear Of Being...
25	25	25	36	36	TIM MCGRAW/Maybe We Should...
25	25	25	36	36	JO DEE MESSINA/You're Not In...
25	25	25	36	36	JOHN M. MONTGOMERY/Ain't Got Nothin'...
25	25	25	36	36	DAVID LEE MURPHY/The Road You...
25	25	25	36	36	RICOCHET/Love Is Stronger...
25	25	25	36	36	GEORGE STRAIT/Can Still Make...
25	25	25	36	36	CLAY WALKER/Bury The Shovel
18	18	18	36	36	WYNNONA/My Angel Is Here
18	18	18	36	36	MILA MASON/That's Enough Of...
18	18	18	36	36	DOLLY PARTON/Just When I...
18	18	18	36	36	LEANN RIMES/One Way Ticket...
18	18	18	36	36	DARYLE SINGLETARY/Amen Kind Of Love
18	18	18	36	36	PAM TILLIS/Betty's Got A...
36	15	15	36	36	JAMES BONAMY/Don't Think I Will
15	15	15	36	36	BROOKS & DUNN/Am That Man
36	21	15	36	36	BILLY DEAN/That Girl's Been
36	15	15	36	36	TY HERNDON/Living In A Moment

KYGO MARKET #23
 KYGO/Denver (303) 321-0950
 St John/Page

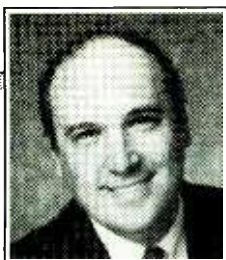
PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
30	30	30	30	30	ALABAMA/The Maker Said...
30	30	30	30	30	TRACY LAWRENCE/Stars Over Texas
22	30	30	30	30	CLINT BLACK/Like The Rain
30	30	30	30	30	DAVID KERSH/Goodnight Sweetheart
30	30	30	30	30	COLLIN RAYE/Love Remains
30	30	30	30	30	RICOCHET/Love Is Stronger...
22	30	30	30	30	KENNY CHESNEY/Me And You
22	30	30	30	30	PAUL BRANDT/Do
22	30	30	30	30	TRACE ADKINS/Every Light In...
22	30	30	30	30	GEORGE STRAIT/Can Still Make...
22	30	30	30	30	DAVID LEE MURPHY/The Road You...
13	22	30	30	30	TRAVIS TRITT/More Than You'll...
13	22	30	30	30	LNESSTAR/When Cowboys
13	22	30	30	30	RHETT AKINS/Love You Back
13	22	30	30	30	PATTY LOVELESS/Lonely Too Long
22	22	30	30	30	JOHN BERRY/Change My Mind
22	22	30	30	30	DEANA CARTER/Strawberry Wine
13	22	30	30	30	MILA MASON/That's Enough Of...
13	22	30	30	30	NEAL MCCOY/Going, Going, Gone
13	22	30	30	30	REBA MCENTIRE/The Fear Of Being...
13	22	30	30	30	TERRI CLARK/Poor Poor Pitiful Me
13	22	30	30	30	GARTH BROOKS/That Ol' Wind
13	22	30	30	30	BROOKS & DUNN/Mama Don't Get...
13	22	30	30	30	TRACY BYRD/Big Love
13	22	30	30	30	MINDY MCCREADY/Maybe He'll Notice...
13	22	30	30	30	JOHN M. MONTGOMERY/Ain't Got Nothin'...
13	22	30	30	30	M. CHAPIN CARPENTER/Let Me Into Your...
13	22	30	30	30	PAM TILLIS/Betty's Got A...
13	22	30	30	30	CLAY WALKER/Bury The Shovel
13	22	30	30	30	MARK CHESTER/It's A Little Too...
5	13	30	30	30	GARY ALLAN/Her Man
5	13	30	30	30	TIM MCGRAW/Maybe We Should...
5	13	30	30	30	JAMES BONAMY/All I Do Is Love Her
5	13	30	30	30	MARK WILLIS/High Low And In...
5	13	30	30	30	TY ENGLAND/Inresistible You
5	13	30	30	30	BLACKHAWK/King Of The World
5	13	30	30	30	FAITH HILL/You Can't Lose Me
5	13	30	30	30	DARYLE SINGLETARY/Amen Kind Of Love
13	5	13	30	30	SAMMY KERSHAW/Vidalia

KUPL MARKET #24
 KUPL/Fortland, OR (503) 223-0300
 Rogers/Yaylor

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
36	36	36	36	36	GEORGE STRAIT/Blue Clear Sky
36	36	36	36	36	RICK TREVINNO/Learning As You Go
36	36	36	36	36	TIM MCGRAW/She Never Lets It...
36	36	36	36	36	BILLY DEAN/That Girl's Been
36	36	36	36	36	ALABAMA/The Maker Said...
25	25	25	36	36	JO DEE MESSINA/You're Not In...
12	12	36	36	36	TRACY LAWRENCE/Stars Over Texas
36	36	36	36	36	CLAY WALKER/Love Remains
12	12	36	36	36	TRACE ADKINS/Every Light In...
25	25	25	36	36	TRISHA YEARWOOD/Believe Me Baby...
25	25	25	36	36	JOHAN BERRY/Change My Mind
25	25	25	36	36	DAVID LEE MURPHY/The Road You...
25	25	25	36	36	DEANA CARTER/Strawberry Wine
25	25	25	36	36	PAUL BRANDT/Do
25	25	25	36	36	CLINT BLACK/Like The Rain
12	12	12	36	36	MILA MASON/That's Enough Of...
12	12	12	36	36	JOHN M. MONTGOMERY/Ain't Got Nothin'...
12	12	12	36	36	GEORGE STRAIT/Can Still Make...
12	12	12	36	36	BROOKS & DUNN/Mama Don't Get...
12	12	12	36	36	TRAVIS TRITT/More Than You'll...
12	12	12	36	36	CLAY WALKER/Bury The Shovel
12	12	12	36	36	WYNNONA/My Angel Is Here
12	12	12	36	36	REBA MCENTIRE/The Fear Of Being...
12	12	12	36	36	KENNY CHESNEY/Me And You
12	12	12	36	36	GARTH BROOKS/That Ol' Wind
12	12	12	36	36	DIAMOND RIO/It's All In Your...
12	12	12	36	36	PATTY LOVELESS/Lonely Too Long
12	12	12	36	36	GARY ALLAN/Her Man
12	12	12	36	36	WYNNONA/My Angel Is Here
12	12	12	36	36	REBA MCENTIRE/The Fear Of Being...
25	25	7	36	36	KENNY CHESNEY/Me And You
25	25	7	36	36	TIM MCGRAW/Maybe We Should...
25	25	7	36	36	LEANN RIMES/One Way Ticket...
25	25	7	36	36	TERRI CLARK/Poor Poor Pitiful Me
25	25	7	36	36	TOBY KEITH/Woman's Touch
25	25	7	36	36	VINCE GILL/Worlds Apart
12	7	7	36	36	TY ENGLAND/Inresistible You
12	7	7	36	36	SUZY BOGGUSS/No Way Out
12	7	7	36	36	TRACY BYRD/Big Love

KWJL MARKET #24
 KWJL/Portland, OR (503) 228-4393
 Mitchell/McCrae

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
38	38	45	38	38	TRISHA YEARWOOD/Believe Me Baby...
38	38	38	38	38	GEORGE STRAIT/Can Still Make...
38	38	38	38	38	PAUL BRANDT/Do
38	38	38	38	38	JAMES BONAMY/Don't Think I Will
38	38	38	38	38	MARK WILLIS/Jacob's Ladder
18	25	38	38	38	CLINT BLACK/Like The Rain
38	38	38	38	38	TRACY LAWRENCE/Stars Over Texas
25	38	38	38	38	BILLY DEAN/That Girl's Been...
25	38	38	38	38	VINCE GILL/Worlds Apart
25	38	38	38	38	COLLIN RAYE/Love Remains
18	25	38	38	38	TOBY KEITH/Woman's Touch
25	25	38	38	38	GEORGE STRAIT/Carried Away
10	18	25	38	38	TRACE ADKINS/Every Light In...
38	38	25	38	38	MINDY MCCREADY/Guys Do It All...
38	38	25	38	38	RICK TREVINNO/Learning As You Go
38	38	25	38	38	TY HERNDON/Living In A Moment
18	25	25	38	38	PATTY LOVELESS/Lonely Too Long
18	18	25	38	38	TIM MCGRAW/She Never Lets It...
25	25	25	38	38	BRYAN WHITE/So Much For...
38	38	25	38	38	DEANA CARTER/Strawberry Wine
18	18	25	38	38	DAVID LEE MURPHY/The Road You...
18	18	25	38	38	SAMMY KERSHAW/Vidalia
18	25	25	38	38	TOBY KEITH/Woman's Touch
18	25	25	38	38	GARTH BROOKS/That Ol' Wind
10	25	25	38	38	JO DEE MESSINA/You're Not In...
10	10	25	38	38	TRAVIS TRITT/More Than You'll...
18	1				



MIKE KINOSHIAN

The Numbing Reality Of Station Swapping

"There will be no staff changes" is one of the most commonly spoken lines when stations or groups are sold. That remark notwithstanding, there can be — and usually are — changes.

These changes, of course, know no limits. We've seen interns and longtime GMs lose jobs with the arrival of new owners. Soft AC **KRWM/Seattle** GM **Marijane Milton** began contemplating a career move when owner **Brown Broadcasting** informed her that it was planning to sell its properties.



Marijane Milton

"One of the downsides of consolidation is that a great radio group like Brown is lost," she remarks. "It was once earth-shattering news when a station was sold, but people today are numb to it."

Radio's Humanity

Duopolies and LMAs may be fabulous for business, but Milton maintains, "They're very hard on humanity. Radio stations are things, and people make them go. We often focus on the 'thing' and assign values based on stick and cash flow. What we often fail to realize is the heart of that entity is the people who make it go every day. We're not providing our people with enough social skills to help them get through the incredible changes they must deal with."

In some situations, consolidation eliminates entire station departments. "Our industry will lose some great people because of this," Mil-

ton laments. "Some companies aren't taking enough time to evaluate talent before making hiring decisions. They're going with what they know and feel safe with, which may not always be the right thing."

Sleepless In... Syracuse?

Milton's Seattle roots extend back four generations, but that didn't prevent her from extending her career search beyond the Great Northwest. A station's top job wasn't a prerequisite, either. "I was open to looking outside the market and never even sought a GM job," she explains. "People spend their whole careers hoping to become a GM. I imagine it's very difficult emotionally to achieve that and then be forced to step back. But the market's



Radio stations are things, and people make them go. We often focus on the 'thing' and assign values based on stick and cash flow. What we often fail to realize is the heart of that entity is the people who make it go every day.



flooded with general managers trying to find sales jobs. From day one, I worked with really great people I know from around the country and went after a GSM job."

About one month after she began looking, Milton landed her prize: the GSM slot at **NewCity** Hot AC/CHR combo **WYYY-FM & WWHT-FM/Syracuse**. "It actually wasn't as long as I was prepared for," she says of her job search. "I know it happened so quickly because I was open to many different opportunities, and NewCity was at the top of my short list of companies I really wanted to work for. It was essential to me that I aligned myself with a company that I felt shared my values about people."

While Syracuse may not have been Milton's first market choice, she explains, "The more I got to know about NewCity and its unique situation here, the more interesting it became. The fact that I was open to many different opportunities opened more doors. People who think they must stay in certain markets shut themselves out of many opportunities."

Peaceful Merger

NewCity was subsequently acquired by **Cox**, but as Milton points out, "It's a merging of two similar cultures. That's not the case in many other situations, where it's more like a clashing of cultures. This deal was very open, and some of Cox's upper management came from NewCity. This company checks out its people very thoroughly, and I feel like I have a bright future here."

Sleeping With The Enemy?

In light of the recent flood of ownership changes, the old line about politics making strange bedfellows can very easily be adapted to radio. In market after market, former adversaries are now in the same building under common ownership.

It's been about seven years since Tampa Bay first witnessed a clash of two CHR titans, as **Jacor's "Power Pig," WFLZ**, challenged **Mason Dixon**-programmed market legend **WRBQ**. The resulting battle is still considered one of that format's toughest struggles ever. **WRBQ** is now Country, **WFLZ** is still CHR, and **Dixon** (after programming Hot AC **WMTX**) now programs **Gannett** Hot AC **WUSA** — which was just purchased by ... **Jacor**.

Format Monopoly

We've watched AC owners gobble up a crosstown market competitor. One such case was in St. Louis, where **EZ Communications** acquired **Par Broadcasting** Soft AC **KEZK-FM** to team with its Hot AC **KYKY-FM**. (Also in the EZ/St. Louis mix: Sports/Talk **KFNS-AM**, Talk **KSD-AM**, and Classic Rock **KSD-FM**.)

"While competitive in a broad sense, **KEZK** and **Y98** have distinct programming profiles," explains **EZ/St. Louis OM and KYKY PD Smokey Rivers**. "The ongoing challenge is to protect both ends of the format spectrum while not abdicating our position toward the middle, where usage overlap usually occurs."

"The greatest asset in our successful combination of **KEZK** and **Y98** is that they both achieve their strategic programming mission. Short listens to each station will quickly demonstrate differences between the two."

KEZK is no stranger to ownership changes, having had five own-

ers the last four years. To further compound the latest scenario, **American Radio Systems** merged with **EZ**, but as **Rivers** comments, "Our people feel great about being part of such a dynamic group. **KEZK's** staff is eager to benefit from operational stability, and **KYKY's** people are well-rehearsed in accepting change through growth."

Friendly Adversaries

As far as its programmers are concerned, **EZ/St. Louis's** hallways appear to be harmonious. "[**KEZK PD**] **Pat McMahon** and I aren't trying to get each other out of joint with guerrilla promotion tactics and counterpositioning trash talk," notes **Rivers**. "We know our listeners and limitations and can help each other maximize our respective audience share by better serving our own listeners' tastes."

That doesn't, however, mean it's all one big lovefest. "In some instances, we'll still compete like heated rivals. If there's only one radio event sponsor, only one AC on a buy, or only one radio partner for a promotion, we'll each take our best shot and hope to bring home the prize. Both stations will hopefully get their share of wins."

Prior to being united under a single owner, **KEZK** and **KYKY** staffers respected each other's strengths, **Rivers** adds. "Words like 'quality' and 'pride' play well in our operations. To a person, I don't believe there's a **KEZK** or **KYKY** employee who is anxious to trade places with their sister station's counterpart."

Some Programmers Doubling Their Pleasure

Those of us who have simultaneously programmed two competitive stations — typically an AM/FM combo — know that time management can be a real challenge. But it's getting more common in today's world to see programmers working on four stations.

"There are days when it's very time-consuming and days when it's not too bad," notes **C.C. Matthews**, PD for **Regent/Louisville**

AC **WVEZ-FM**, CHR **WDJX-FM**, NAC **WSJW-FM**, and '70s Oldies **WSFR-FM**. "My job is to help each station completely maximize its goals and not run into each other. We're trying to get ratings gains without hurting one of our other



C.C. Matthews

stations. I'm still adapting to **WVEZ** and hope to have things under control shortly."

Big Dog's Bite

WVEZ is his most recent addition to **Matthews's** programming portfolio; he took on those duties last month when **Bob Bronson** left to program **WRSN/Raleigh**. Prior to joining **Regent/Louisville**, **Matthews** logged a considerable amount of AC time, having programmed **WVOR/Rochester** and **WNNK/Cincinnati**.

"I can't take my eyes off **WDJX**, because that's the big dog in billing," **Matthews** points out. "It took me a while to grasp **NAC** because

I wanted to fully understand all the systems. I think I have a good idea of where [**WSJW** consultant] **Broadcast Architecture** is coming from and know our own station goals. **WSJW** seems to take care of itself."

Product Manager

While **Matthews** can't devote as much time to critiquing his stations' morning shows, he remarks, "I still think I can give the same attention to monitoring each station. My monitoring time hasn't changed at all."

However, he'd like to get away from the office to conduct that listening. "Many programmers get hung up at the office in meetings. We should listen to the product and think about ways of improving it for the listener. My biggest goal is to spend as much time listening to each station and evaluating the product."



My job is to help each station completely maximize its goals and not run into each other. We're trying to get ratings gains without hurting one of our other stations.



One stumbling block for **Matthews** — and some others in similar situations — is that all four stations aren't under the same roof. His office is in the building that houses **WDJX**, **WSJW**, and **WSFR**, so that's where he starts his days. "After I feel things are under control, I go to [**McVay**-consulted] **WVEZ**, which is located about a block away."

No Big Deal

All things considered, **Matthews** enjoys the challenge of programming four stations. "This is like a dream come true for me. It's like being a mini-consultant. The

difference is that I'm here in the market, and these stations have 100% of my attention. I have assistant PDs who sometimes function as PDs.

"I'm not the only one in the company who took on more responsibilities. Having four stations is a great way for us to have a hold on the Louisville market."

Should the opportunity arise, **Matthews** is even ready to program a fifth local property. "I already have a format in mind that I think would perform very well. As soon as we get a facility, I'm ready to have them tell me to go plug it in."



AC TOP 30

OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	2	2	1	CELINE DION It's All Coming Back To Me Now (550 Music) 2229 2183 2221 2131 94/2					
1	1	1	2	ERIC CLAPTON Change The World (Reprise) 2196 2186 2333 2341 96/0					
4	4	3	3	DONNA LEWIS I Love You Always Forever (Atlantic) 2062 2040 2004 1964 86/1					
8	5	4	4	ELTON JOHN You Can Make History Young Again (MCA) 1997 1866 1727 1469 96/2					
2	3	5	5	MARIAH CAREY Forever (Columbia) 1750 1855 2065 2216 87/0					
18	12	7	6	PHIL COLLINS Dance Into The Light (Face Value/Atlantic) 1494 1315 1094 687 77/1					
7	6	6	7	LIONEL RICHIE Ordinary Girl (Mercury) 1460 1505 1508 1499 78/0					
12	11	8	8	BRYAN ADAMS Let's Make A Night To Remember (A&M) 1312 1226 1149 1088 67/1					
—	20	12	9	JOURNEY When You Love A Woman (Columbia) 1292 1019 575 — 81/8					
6	8	9	10	VANESSA WILLIAMS Where Do We Go From Here (Mercury) 1101 1204 1398 1566 64/1					
—	21	16	11	MICHAEL BOLTON Love Is The Power (Columbia) 1071 863 527 118 76/10					
15	15	14	12	TINA TURNER Missing You (Virgin) 1030 940 837 751 70/1					
5	7	10	13	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista) 1007 1175 1420 1703 61/0					
20	19	18	14	KENNY G The Moment (Arista) 939 820 705 450 77/3					
13	13	15	15	CELINE DION Because You Loved Me (550 Music) 863 865 917 1027 68/0					
9	9	11	16	PETER CETERA One Clear Voice (River North) 856 1042 1293 1333 54/0					
BREAKER			17	TONI BRAXTON Un-break My Heart (LaFace/Arista) 819 511 280 13 64/14					
11	14	17	18	TRACY CHAPMAN Give Me One Reason (Elektra/EEG) 779 827 911 1107 54/0					
17	18	19	19	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury) 726 707 715 708 42/0					
10	10	13	20	BEACH BOYS/KATHY TROCCOLI I Can Hear Music (River North) 605 945 1204 1270 43/1					
22	24	24	21	DAVE KOZ Don't Look Back (Capitol) 464 432 418 403 46/0					
14	16	20	22	MICHAEL ENGLISH Your Love Amazes Me (Curb) 460 593 747 878 37/0					
24	25	25	23	AARON NEVILLE F/ROBBIE ROBERTSON Crazy Love (Reprise) 449 411 369 334 39/3					
21	23	26	24	MELISSA ETHERIDGE Nowhere To Go (Island) 387 406 446 407 24/0					
19	22	22	25	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG) 371 477 492 481 35/1					
—	—	28	26	JORDAN HILL How Many Times (143/Atlantic) 341 297 214 160 42/4					
27	29	29	27	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic) 236 261 275 253 13/0					
16	17	23	28	HARRY CONNICK JR. Hear Me In The Harmony (Columbia) 231 447 716 741 20/0					
DEBUT			29	NATALIE COLE w/NAT "KING" COLE When I Fall In Love (Elektra/EEG) 207 171 160 127 24/5					
26	26	27	30	SORAYA Stay Awhile (Island) 174 312 320 294 16/0					

This chart reflects airplay from October 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker. 97 AC reporters. 86 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

BREAKERS®

TONI BRAXTON

Un-break My Heart (LaFace/Arista)

TOTAL PLAYS/INCREASE
819/308

TOTAL STATIONS/ADDS
64/14

CHART
17

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
TONI BRAXTON Un-break My Heart (LaFace/Arista)	14
MICHAEL ENGLISH Freedom (Curb)	11
MICHAEL BOLTON Love Is The Power (Columbia)	10
BRIAN MCKNIGHT Remember The Magic (Walt Disney)	9
JANN ARDEN Good Mother (A&M)	8
JOURNEY When You Love A Woman (Columbia)	8
FOR REAL Like I Do (Rowdy/Arista)	7
REO SPEEDWAGON After Tonight (Castle)	6
NATALIE COLE w/NAT "KING" COLE When I Fall... (Elektra/EEG)	5
WONDERS That Thing You Do! (Epic)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TONI BRAXTON Un-break My Heart (LaFace/Arista)	+308
JOURNEY When You Love A Woman (Columbia)	+273
MICHAEL BOLTON Love Is The Power (Columbia)	+208
PHIL COLLINS Dance Into The Light (Face Value/Atlantic)	+179
ELTON JOHN You Can Make History (Young Again) (MCA)	+131
KENNY G The Moment (Arista)	+119
TINA TURNER Missing You (Virgin)	+90
BRYAN ADAMS Let's Make A Night To Remember (A&M)	+86
BRIAN MCKNIGHT Remember The Magic (Walt Disney)	+81
MICHAEL ENGLISH Freedom (Curb)	+74

NEW & ACTIVE

BRIAN MCKNIGHT Remember The Magic (Walt Disney)

Total Stations: 23, Adds: 9, Plays: 168, WEZN 5, WRCH 7 (7), WWLI 5, WYJB 5 (5), WAFY 12 (12), WTCB 2, WLRQ 6, WDEF 5 (5), WAHR 10 (5), WVEZ 5, KQXT 7 (7), WROE 7, WLIT 17 (10), WRRM 5 (5), WLQT 10, WAJI 5 (2), WOOD 5 (6), WFMK 20 (10), WGLM 7 (7), WRVF 5 (1), WLTE 5 (5), KELO 8, KOSI 5.

WILD ORCHID At Night I Pray (RCA)

Total Stations: 18, Adds: 1, Plays: 138, WLIF 9 (9), WLZW 10 (10), WKWK 5 (5), WTCB 7 (7), WTVR 5 (5), WAHR 10 (10), WJXB 7, KQXT 7 (7), WLQT 7 (7), WIKY 5 (5), WTPI 12 (12), WFMK 10 (10), WGLM 7 (7), WLTE 8 (8), KELO 8 (8), KKLI 7 (7), KWAV 5 (5), KISC 9 (9).

ANNE MURRAY What Would It Take (EMI)

Total Stations: 14, Adds: 0, Plays: 132, WLIF 9 (9), WYJB 5 (5), KKLI 13 (13), WOOF 8 (15), WOOD 3 (5), WRCH 14 (17), WLTE 5 (5), WWLI 18 (20), KRNO 5 (5), WTVR 10 (10), KELO 18 (18), KISC 9 (9), WEAT 5 (6), WKWK 10 (10).

ORLEANS I'm On Your Side (Dinosaur)

Total Stations: 13, Adds: 3, Plays: 112, WRCH 7 (7), WLIF 8 (8), WLZW 10 (10), WKWK 20 (10), WAHR 10 (10), KTDY 6 (6), WLTS 7, KQXT 5, WLIT 10, WLQT 10 (10), WGLM 7 (10), KKLI 7 (7), KWAV 5 (5).

GEORGE BENSON Holdin' On (GRP)

Total Stations: 16, Adds: 1, Plays: 110, WEZN 5 (5), WMAS 10 (10), WLIF 9 (9), WAFY 19 (19), WLZW 10, WLRQ 6, WOOF 8 (8), KKMJ 5 (5), WLQT 7 (7), WAJI 5 (5), WOOD 1 (5), WMGN 3 (3), KEZG 1 (1), WLTE 8 (8), KELO 8 (8), KKLI 5 (5).

CELINE DION Send Me A Lover (MMI)

Total Stations: 11, Adds: 2, Plays: 101, WYJB 14 (14), WLRQ 6 (6), WMGF 3 (3), WOOF 15 (8), KMXR 11 (5), WNNK 5, WAJI 5 (5), WTPI 12 (10), WGLM 7, KELO 8 (8), KKCW 15 (15).

INTRIGUE If You've Ever Been In Love (Universal)

Total Stations: 11, Adds: 1, Plays: 95, WWLI 10 (5), WLEV 5 (5), WARM 6, WTVR 5 (5), WOOF 15 (8), KQXT 7 (7), WFMK 10 (10), WGLM 10 (7), WRVF 17 (1), WLTE 5 (5), KWAV 5 (5).

REO SPEEDWAGON After Tonight (Castle)

Total Stations: 11, Adds: 6, Plays: 76, WAFY 12, WTVR 5, WDEF 5, WAHR 10 (5), KQXT 5 (5), WROE 7, WIKY 5, WAJI 5 (5), WFMK 10, WGLM 7 (7), KWAV 5 (5).

RICHARD PAGE The Best Thing (Blue Thumb)

Total Stations: 10, Adds: 2, Plays: 76, WWLI 10 (5), WAFY 12 (12), WKWK 5 (5), WTCB 7, WFMK 10 (10), KMXR 5 (5), KQXT 5 (5), WFMK 10 (10), WGLM 7 (7), KWAV 5.

MICHAEL ENGLISH Freedom (Curb)

Total Stations: 11, Adds: 11, Plays: 74, WRCH 7, WWLI 5, WLEV 10, WKWK 5, WTCB 3, WLRQ 6, WTVR 5, WDEF 5, WLTS 7, KQXT 14, WGLM 7.

Songs ranked by total plays.
Station call letters followed by number of plays.

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)

JANN ARDEN Insensitive (A&M)
TONY RICH PROJECT Nobody Knows (LaFace/Arista)
GLORIA ESTEFAN Reach (Epic)
EVERYTHING BUT THE GIRL Missing (Atlantic)
MARIAH CAREY Always Be My Baby (Columbia)
SEAL Don't Cry (ZTT/WB)
ROD STEWART So Far Away (Lava/Atlantic)
NATALIE MERCHANT Jealousy (Elektra/EEG)
WHITNEY HOUSTON & CECE WINANS Count On Me (Arista)
JIM BRICKMAN Hero's Dream (Renegade)

Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. # two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



NEW & ACTIVE Most Added 2nd Week in a row!

When you hear

"After Tonight"
...you will never be the same

The new single from BUILDING THE BRIDGE

Already Convinced:

KQXT WTVR KWAV WAJI
WDEF WFMK WAHR WROE
WIKY WAFY WGLM



Contact: Joanne Grand, Castle Records (212) 685-6303 X208 Magda Summerfield, Summerfield Music (818) 757-3191

AC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL AC REPORTERS ON R&R ONLINE

KOST 103.5 FM MARKET #2
KOST/Los Angeles
 (213) 427-1035
 Kaye/Chiang

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
-	-	28	-	DONNA LEWIS/Love You Always...
-	7	7	28	TINA TURNER/Missing You
-	28	28	28	PHIL COLLINS/Dance Into The Light
-	28	28	28	ELTON JOHN/You Can Make...
28	28	28	28	ERIC CLAPTON/Change The World
28	28	28	28	GIN BLOSSOMS/Follow You Down
28	28	28	28	TONY RICH PROJECT/Nobody Knows
28	28	28	28	MARIAH CAREY/Always Be My Baby
28	28	18	18	CELINE DION/Because You Loved Me
28	28	18	18	GLORIA ESTEFAN/Reach
18	18	18	18	MARIAH CAREY/One Sweet Day
18	18	18	18	JANET JACKSON/Runaway
28	28	28	7	TRACY CHAPMAN/Give Me One Reason
7	7	7	7	MARIAH CAREY/Forever

93.9 MARKET #3
WLIT/Chicago
 (312) 329-9002
 Edwards

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
19	19	19	19	ERIC CLAPTON/Change The World
15	17	19	19	PHIL COLLINS/Dance Into The Light
17	17	19	19	HARRY CONNICK JR./Hear Me In...
17	17	19	19	ELTON JOHN/You Can Make...
11	11	17	19	KENNY G/The Moment
-	-	10	11	TONI BRAXTON/Un-break My Heart
19	19	17	17	MARIAH CAREY/Forever
19	19	17	17	CELINE DION/It's All Coming...
17	17	17	17	WHITNEY HOUSTON/Why Does It Hurt...
17	17	17	17	LIONEL RICHIE/Ordinary Girl
-	-	10	17	BRIAN MCKNIGHT/Remember The Magic
10	11	11	11	NEVILLE & ROBERTSON/Crazy Love
10	11	11	11	TINA TURNER/Missing You
-	-	10	11	MICHAEL BOLTON/Love Is The Power
-	-	10	11	ORLEANS/It's On Your Side
-	-	10	11	JOURNEY/When You Love...
11	10	10	10	LUTHER VANDROSS/Your Secret Love
8	8	8	8	JANN ARDEN/Insensitive
8	8	8	8	PETER CETERA/Forever Tonight
8	8	8	8	CELINE DION/Because You Loved Me
8	8	8	8	EVERYTHING BUT...Missing
8	-	-	8	TONY RICH PROJECT/Nobody Knows

KVIL 103.7fm MARKET #7
KVIL/Dallas
 (214) 691-1037
 Curtis/O'Neal

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
23	23	25	24	ERIC CLAPTON/Change The World
16	16	25	24	CELINE DION/It's All Coming...
23	23	23	23	JIM BRICKMAN/Angel Eyes
25	25	23	23	CELINE DION/Because You Loved Me
23	22	23	23	PETER CETERA/Forever Tonight
23	22	23	23	ELTON JOHN/Blessed
13	16	23	23	TONY RICH PROJECT/Nobody Knows
17	17	23	23	MICHAEL BOLTON/A Love So Beautiful
16	17	17	17	ELTON JOHN/You Can Make...
-	-	17	17	TINA TURNER/Missing You
16	16	16	16	MICHAEL ENGLISH/Your Love Amazes Me
10	10	16	16	KENNY G/The Moment
-	-	16	16	MICHAEL BOLTON/Love Is The Power
22	22	16	16	SARAH McLACHLAN/I Will Remember You
25	25	16	16	PETER CETERA/One Clear Voice
-	8	12	12	TONI BRAXTON/Un-break My Heart
-	8	12	12	JORDAN HILL/How Many Times
10	10	10	10	LIONEL RICHIE/Ordinary Girl
22	22	8	8	TAKE THAT/Back For Good
-	-	7	8	NEVILLE & ROBERTSON/Crazy Love
14	14	14	14	BEACH BOYS/TROCCOLI/Can Hear Music
5	5	5	5	ROD STEWART/So Far Away
5	5	5	5	SEAL/Kiss From A Rose
5	5	5	5	JIM BRICKMAN/I You Believe
5	5	5	5	SELENA/ Could Fall In Love
5	5	5	5	EAGLES/Love Will Keep Us...

Soft Rock 97.1 MARKET #8
WASH/Washington
 (202) 895-5000
 Strell/Martin

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	ERIC CLAPTON/Change The World
28	28	35	35	DONNA LEWIS/Love You Always...
35	35	35	35	CELINE DION/It's All Coming...
28	28	28	28	GLORIA ESTEFAN/Reach
28	28	28	28	JANN ARDEN/Insensitive
28	28	28	28	VANESSA WILLIAMS/Where Do We Go...
28	28	28	28	SARAH McLACHLAN/I Will Remember You
7	7	28	28	LIONEL RICHIE/Ordinary Girl
21	28	28	28	ELTON JOHN/You Can Make...
-	-	28	28	JOURNEY/When You Love...
-	-	28	28	TONI BRAXTON/Un-break My Heart
21	21	21	21	HOOTIE & BLOWFISH/Go Blind
21	21	21	21	TRACY CHAPMAN/Give Me One Reason
12	21	21	21	WONDERS/That Thing You Do!
-	-	21	21	PHIL COLLINS/Dance Into The Light
-	-	21	21	MERRIL BAIRD/bridge/Mouth
28	28	28	28	CELINE DION/Because You Loved Me
21	21	10	10	OS DEL RIO/BAYSIDE/Macarena
10	10	10	10	HOUSTON & WINANS/Count On Me
10	10	10	10	SEAL/Don't Cry
10	10	10	10	SOPHIE B. HAWKINS/As I Lay Me Down

MAGIC 106.7 MARKET #10
WMLX/Boston
 (617) 542-0241
 Kelley/Laurence

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
25	26	25	26	MARIAH CAREY/Forever
26	26	26	26	ERIC CLAPTON/Change The World
24	26	26	26	CELINE DION/It's All Coming...
24	24	25	25	EVERYTHING BUT...Missing
24	24	25	25	DONNA LEWIS/Love You Always...
26	24	25	25	TONY RICH PROJECT/Nobody Knows
14	12	15	17	ELTON JOHN/You Can Make...
11	12	17	17	SELENA/ Could Fall In Love
8	10	13	14	MARIAH CAREY/Always Be My Baby
10	12	14	14	MADONNA/You'll See
-	-	10	14	NATALIE MERCHANT/Wonder
15	15	14	14	TAKE THAT/Back For Good
15	13	14	14	CELINE DION/Because You Loved Me
10	14	15	15	SEAL/Don't Cry
15	12	13	13	VANESSA WILLIAMS/Where Do We Go...
9	14	12	12	BEACH BOYS/TROCCOLI/Can Hear Music
9	12	12	12	ROD STEWART/So Far Away
7	5	6	9	M. CHAPIN CARPENTER/Grow Old With Me
-	-	-	-	KENNY G/The Moment
-	-	-	-	NATALIE & NAT COLE/When I Fall In Love
1	1	1	1	DAVE KOZ/Don't Look Back
-	-	-	-	GEORGE WINSTON/Cast Your Fate

97.3 FM MARKET #11
WFLC/Miami
 (305) 759-4311
 Landay/Bennett

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
16	16	16	32	HOOTIE & BLOWFISH/Tucker's Town
-	-	-	32	TINA TURNER/Missing You
31	31	31	31	MARIAH CAREY/Forever
31	31	31	31	ERIC CLAPTON/Change The World
-	-	31	31	COLLECTIVE SOUL/The World I Know
-	-	31	31	CELINE DION/It's All Coming...
31	31	31	31	GIN BLOSSOMS/Follow You Down
31	31	31	31	DONNA LEWIS/Love You Always...
31	31	31	31	ALANIS MORISSETTE/You Learn
31	31	31	31	GLORIA ESTEFAN/Reach
31	31	31	31	BODEANS/Closer To Free
10	10	10	10	MARIAH CAREY/Always Be My Baby
16	16	16	10	HOOTIE & BLOWFISH/Old Man & Me
10	10	10	10	ALANIS MORISSETTE/Ironic
10	-	-	10	MELISSA ETHERIDGE/I Want To Come Over

92.5 KLSY MARKET #13
KLSY/Seattle
 (206) 454-1540
 Irwin/Brooks

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
24	24	24	24	ERIC CLAPTON/Change The World
24	24	24	24	DONNA LEWIS/Love You Always
24	24	24	24	PETER CETERA/One Clear Voice
13	19	24	24	CELINE DION/It's All Coming...
9	19	24	24	ELTON JOHN/You Can Make...
24	24	19	19	GLORIA ESTEFAN/Reach
19	19	19	19	CELINE DION/To Love You More
19	19	19	19	TINA TURNER/Missing You
9	9	17	19	LIONEL RICHIE/Ordinary Girl
19	19	17	17	CELINE DION/Because You Loved Me
22	22	17	17	HOUSTON & WINANS/Count On Me
-	-	12	12	KENNY G/The Moment
-	-	12	12	DAVE KOZ/Don't Look Back
-	-	12	12	JOURNEY/When You Love...
13	9	9	9	MARIAH CAREY/Forever
-	-	9	9	PHIL COLLINS/Dance Into The Light

WALK 97.5 MARKET #14
WALK/Long Island
 (516) 475-5200
 Michaels/Lombardo

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
30	30	30	30	DONNA LEWIS/Love You Always
30	30	30	30	CELINE DION/It's All Coming...
30	30	30	30	ERIC CLAPTON/Change The World
30	30	30	30	JOHN MELLENCAMP/Key West...
10	28	28	28	PHIL COLLINS/Dance Into The Light
28	28	28	28	MARIAH CAREY/Forever
-	-	10	10	JOURNEY/When You Love...
15	15	15	15	LOS DEL RIO/BAYSIDE/Macarena
-	-	12	12	NO MERCY/Where Do You Go
25	25	25	25	TONI BRAXTON/Un-break My Heart
10	8	10	10	ROBERT MILES/Children
25	10	10	10	TRACY CHAPMAN/Give Me One Reason
10	10	10	10	CELINE DION/Because You Loved Me
10	10	10	10	MARIAH CAREY/Always Be My Baby
8	8	8	8	WHITNEY HOUSTON/Why Does It Hurt...
9	8	8	8	BRYAN ADAMS/Let's Make A...
10	8	8	8	TONY RICH PROJECT/Nobody Knows
10	7	8	8	HOUSTON & WINANS/Count On Me
8	8	8	8	DEEP BLUE SOMETHING/Breakfast At...
10	8	7	8	HOOTIE & BLOWFISH/Only Wanna Be...
8	8	7	8	BLUES TRAVELER/Run-Around
8	8	7	8	EVERYTHING BUT...Missing
8	8	7	8	TAKE THAT/Back For Good
8	8	7	8	GIN BLOSSOMS/It I Hear It...
8	8	7	8	MARIAH CAREY/One Sweet Day
8	8	7	8	DEL AMITRI/Rot To Me
8	8	7	8	REMBRANDT'S/It Be There For...
8	8	7	8	SEAL/Kiss From A Rose
8	8	7	8	SOPHIE B. HAWKINS/As I Lay Me Down

103 FM WLTE MARKET #16
WLTE/Minneapolis
 (612) 339-1029
 Nolan

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
18	18	18	18	ERIC CLAPTON/Change The World
18	18	18	18	MARIAH CAREY/Forever
18	18	18	18	WHITNEY HOUSTON/Why Does It Hurt...
5	5	5	5	PHIL COLLINS/Dance Into The Light
13	13	13	13	CELINE DION/It's All Coming...
13	13	13	13	ELTON JOHN/You Can Make...
5	5	5	5	KENNY G/The Moment
13	13	13	13	LIONEL RICHIE/Don't Wanna Lose You
13	13	13	13	GLORIA ESTEFAN/Reach
13	13	13	13	TONY RICH PROJECT/Nobody Knows
13	13	13	13	CELINE DION/Because You Loved Me
14	14	14	14	PETER CETERA/One Clear Voice
14	14	13	13	HARRY CONNICK JR./Hear Me In...
13	13	13	13	LIONEL RICHIE/Ordinary Girl
13	13	13	13	VANESSA WILLIAMS/Where Do We Go...
8	8	8	8	TINA TURNER/Missing You
8	8	8	8	GEORGE BENSON/Holdin' On
8	8	8	8	MARIAH CAREY/One Sweet Day
8	8	8	8	DAVE KOZ/Don't Look Back
8	8	8	8	GROVER WASHINGTON.../Can You Stop...
5	5	5	5	INTRIGUE/If You've Ever...
-	-	5	5	TONI BRAXTON/Un-break My Heart
-	-	5	5	ANNE MURRAY/What Would It Take
-	-	5	5	MICHAEL BOLTON/Love Is The Power
-	-	5	5	BRIAN MCKNIGHT/Remember The Magic
8	8	8	8	JORDAN HILL/How Many Times

KEZK 102.5 MARKET #17
Soft Rock
KEZK/St. Louis
 (314) 727-2160
 McMahon

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
-	-	12	12	KENNY G/The Moment
13	13	13	13	JANN ARDEN/Insensitive
13	13	13	13	WHITNEY HOUSTON/Why Does It Hurt...
13	13	13	13	MARIAH CAREY/Forever
-	-	12	12	MICHAEL BOLTON/Love Is The Power
12	13	13	13	ELTON JOHN/You Can Make...
14	13	13	13	VANESSA WILLIAMS/Where Do We Go...
12	12	12	12	CELINE DION/It's All Coming...
12	14	12	12	ERIC CLAPTON/Change The World
6	9	9	9	MICHAEL ENGLISH/Your Love Amazes Me
5	6	9	9	PETER CETERA/One Clear Voice
-	-	7	7	GLORIA ESTEFAN/Reach
-	-	7	7	JOURNEY/When You Love...
-	-	5	5	TONY RICH PROJECT/Nobody Knows
-	-	6	6	SEAL/Don't Cry
4	3	3	3	MARIAH CAREY/One Sweet Day
5	3	3	3	HOUSTON & WINANS/Count On Me
10	-	-	-	ELTON JOHN/Blessed
4	-	-	-	WHITNEY HOUSTON/Exhale (Shoop Shoop)

WDOK 102.1 FM MARKET #22
Continuous Soft Favorites
WDOK/Cleveland
 (216) 696-0123
 Wilson/Miller

PLAYS ARTIST/TITLE

3W	2W	LW	TW	ARTIST/TITLE
22	21	21	21	MARIAH CAREY/Forever
22	21	21	21	CELINE DION/It's All Coming...
22	21	21	21	WHITNEY HOUSTON/Why Does It Hurt...
22	21	21	21	ERIC CLAPTON/Change The World
21	20	20	20	VANESSA WILLIAMS/Where Do We Go...
21	20	20	20	LIONEL RICHIE/Ordinary Girl
12	12	20	20	ELTON JOHN/You Can Make...
20	20	20	20	MICHAEL BOLTON/Love Is The Power
20	20	20	20	BRYAN ADAMS/Let's Make A...
-	-	20	20	JOURNEY/When You Love...
-	-	17	17	NEVILLE & ROBERTSON/Crazy Love
16	16	16	16	TRACY CHAPMAN/Give Me One Reason
16	16	16	16	HARRY CONNICK JR./Hear Me In...
12	12	12	12	JANN ARDEN/Insensitive
12	12	12	12	CELINE DION/Because You Loved Me
12	12	12	12	MICHAEL ENGLISH/Your Love Amazes Me
12	12	12	12	GLORIA ESTEFAN/Reach
12	11	11	11	PETER CETERA/One Clear Voice
12	11	11	11	BRANDY, TAMIA.../Missing You
7	10	10	10	MICHAEL LEARNS.../That's Why (You...)
-	-	9	9	TONY RICH PROJECT/Leavin'
-	-	9	9	KENNY G/The Moment
9	9	9	9	NATALIE & NAT COLE/When I Fall In Love
-	-	9		

REPORTERS

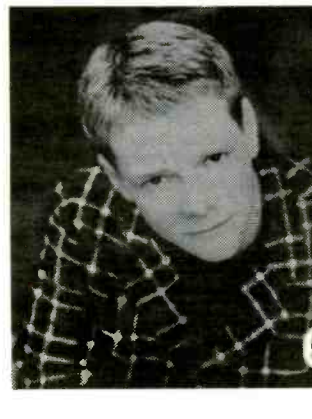
Stations and their adds listed alphabetically by market

AC

WYJB/Albany, NY OM/PD: Buzz Brindle MD: Pat Ryan 5 JOURNEY "Woman"	WWNK/Cincinnati, OH PD: Dave Mason AP/DMD: Bobbi Maxwell 20 MICHAEL BOLTON "Power" 5 CELINE DION "Send"	WXKC/Erie, PA PD: Ron Arlen MD: Paul Davies 7 TONI BRAXTON "Heart" 7 KENNY G "Moment"	WQLR/Kalamazoo, MI PD: Bill Wertz MD: Brian Wertz 15 JANNE ARDEN "Mother"	KJSN/Modesto, CA PD/DMD: Gary Michaels No Adds	KZST/Santa Rosa, CA PD: Brent Farris MD: Pat Schaffer 3 TONI BRAXTON "Heart" 3 MICHAEL BOLTON "Power"
WLEV/Allentown, PA OM/PD: John Lodge 10 JANNE ARDEN "Mother" 10 MICHAEL ENGLISH "Freedom"	WDOK/Cleveland, OH PD: Sue Wilson MD: Scott Miller 9 TONY RICH PROJECT "Leavin'" 9 PUFF JOHNSON "Over"	WKYK/Evansville, IN PD/DMD: Mark Baker 5 MICHAEL BOLTON "Power" 5 REO SPEEDWAGON "Tonight"	WJXB/Knoxville, TN PD: Jeff Jamigan MD: Barbara Bridges 7 MICHAEL BOLTON "Power" 7 WILD ORCHID "Night"	KWAV/Monterey, CA PD/DMD: Bernie Moody 20 HUEY LEWIS & NEWS "Years" 5 E.J. WATERS "Colours" 5 RICHARD PAGE "Best"	KLSY/Seattle, WA PD: Bobby Irwin MD: Bob Brooks No Adds
WRQE/Appleton, WI PD/DMD: Ford Colley 21 TONI BRAXTON "Heart" 10 NATALIE & NAT COLE "Fall" 7 BRIAN MCKNIGHT "Magic" 7 REO SPEEDWAGON "Tonight"	WLTF/Cleveland, OH PD: Steve LaBeau MD: Jay Hudson No Adds	KEZA/Fayetteville, AR OM/PD: Chip Aledge AP/DMD: Rich Kelly 12 JOURNEY "Woman"	WGLM/Lafayette, IN PD/DMD: Dan McKay 7 JANNE ARDEN "Mother" 7 MICHAEL ENGLISH "Freedom" 7 FOR REAL "Like" 7 CELINE DION "Send" 7 FRAZIER CHORUS "Driving"	WLAC/Nashville, TN PD: Billy Shears MD: Bryan Sargent 17 WONDERS "Thing" 9 KENNY G "Moment"	KELO/Sioux Falls, SD PD: Reid Holten MD: Kathy James 18 NATALIE & NAT COLE "Fall" 8 BRIAN MCKNIGHT "Magic"
WBQQ/Augusta, GA PD/DMD: John Patrick No Adds	KKLI/Colorado Springs, CO PD: Steve Larson MD: Sharon Green No Adds	WCRZ/Flint, MI OM/PD: J. Patrick MD: George McIntyre 8 TONI BRAXTON "Heart"	KTDY/Lafayette, LA OM/PD: Michael W. Kay MD: Ed Perkins 5 NEVILLE & ROBERTSON "Crazy"	WLTS/New Orleans, LA PD: Steve Suter MD: Jim Hanzo 7 MICHAEL ENGLISH "Freedom" 7 ORLEANS "Side"	KISC/Spokane, WA PD: Rob Harder MD: Dawn Marcel No Adds
KKMJ/Austin, TX OM/PD: Stan Main MD: Anna Hoover 5 ELTON JOHN "History"	WTCB/Columbia, SC PD/DMD: Brent Johnson 7 DC TALK "Just" 7 RICHARD PAGE "Best" 7 WONDERS "Thing" 7 MICHAEL ENGLISH "Freedom" 2 MICHAEL W SMITH "City" 2 BRIAN MCKNIGHT "Magic"	WAJI/Ft. Wayne, IN OM: Lee Tobin MD: Barb Richards 10 HOOTIE & BLOWFISH "Sad" 5 NATALIE & NAT COLE "Fall"	KHLA/Lake Charles, LA OM/PD: Don Rivers 18 MICHAEL BOLTON "Power"	KMGL/Oklahoma City, OK PD: Steve O'Brien MD: Kathi Yeager 5 BRYAN ADAMS "Let's"	WMAS/Springfield, MA PD: Paul Cannon AP/DMD: Keith Stephens 16 MICHAEL BOLTON "Power" 12 TONI BRAXTON "Heart"
WMJJ/Birmingham, AL OM: John Jenkins PD/DMD: John Stuart No Adds	KMXR/Corpus Christi, TX PD/DMD: Jesse DeLeon 5 FOR REAL "Like" 5 JANNE ARDEN "Mother"	WAFY/Frederick, MD PD: John Fieseler MD: Norman Henry Schmidt 12 JANNE ARDEN "Mother" 12 REO SPEEDWAGON "Tonight"	WFMK/Lansing, MI PD/DMD: Ray Marshall 10 FOR REAL "Like" 10 REO SPEEDWAGON "Tonight" 10 NEVILLE & ROBERTSON "Crazy"	WMGF/Orlando, FL PD: Laura Dane MD: Dean Mucclo No Adds	WBMX/Boston, MA VP/Prog: Greg Strassell AP/DMD: Rick Alexander 20 ELEANOR McEVROY "Precious" 18 CHRIS "Parades" 10 JANNE ARDEN "Mother" 9 SUSANNA HORTS "Wait"
WMJX/Boston, MA PD: Don Kelley MD: Mark Laurence 5 KENNY G "Moment" 1 NATALIE & NAT COLE "Fall" 1 GEORGE WINSTON "Cast"	KVIL/Dallas, TX PD: Bill Curtis MD: Alex O'Neal No Adds	KTHI/Fresno, CA PD: Mark Thomas MD: Mike Alexander No Adds	KSNE/Las Vegas, NV PD: Tom Chase MD: John Berry No Adds	WRVW/Toledo, OH PD/DMD: Kim Carson 1 NEVILLE & ROBERTSON "Crazy" 1 CELINE DION "Coming"	WHBC/Canton, OH PD: Bill Stairs MD: David Simpson MD: Jeff Moreau 15 DC TALK "Just" 15 HOOTIE & BLOWFISH "Blind" 15 SHERRY CROW "Happy"
WEZN/Bridgeport, CT PD/DMD: Steve Marcus 5 TONI BRAXTON "Heart" 5 BRIAN MCKNIGHT "Magic"	WLQT/Dayton, OH PD/DMD: Mary Fleener 10 BRIAN MCKNIGHT "Magic" 7 JORDAN HILL "Times" 7 MICHAEL BOLTON "Power" 7 BAD COMPANY "Believe"	WLHT/Grand Rapids, MI PD/DMD: Steve Dirksen 7 TONI BRAXTON "Heart"	KRNO/Reno, NV PD: Larry Irons MD: Jenny Rolan No Adds	WVAF/Charleston, WV OM: Rick Johnson PD: Kim Simons 11 MICHAEL ENGLISH "Freedom" 5 KENNY G "Moment"	KHMZ/Tucson, AZ PD/DMD: Bobby Rich 9 TONI BRAXTON "Heart"
WMJQ/Buffalo, NY PD: Rob Lucas MD: Roger Christian 28 WONDERS "Thing"	KOSI/Denver, CO OM: Scott Taylor PD: Steve Hamilton 5 JORDAN HILL "Times" 5 BRIAN MCKNIGHT "Magic"	WOOD/Grand Rapids, MI OM/PD/DMD: Stan Atkinson 5 NATALIE & NAT COLE "Fall"	WTRV/Richmond, VA PD/DMD: Scott O'Brien 5 MICHAEL ENGLISH "Freedom" 5 REO SPEEDWAGON "Tonight" 5 TONI BRAXTON "Heart"	WASH/Washington, DC PD: Steve Streit MD: Randi Martin 28 TONI BRAXTON "Heart"	WVKE/Huntington, WV PD: Jim Davis AP/DMD: Gary Miller 24 NO MERCY "Where" 23 NO DOUBT "Speak"
WDAT/Cedar Rapids, IA PD: Dick Stadler MD: Tom Cook 9 JORDAN HILL "Times" 8 TONI BRAXTON "Heart"	WSPA/Greenville, SC OM: Jim Kirkland PD/DMD: Greg McKinney 15 HOOTIE & BLOWFISH "Sad"	WALK/Long Island, NY PD: Gene Michaels MD: Charlie Lombardo 10 ELTON JOHN "History" 7 WONDERS "Thing" 4 MICHAEL BOLTON "Power"	WZLW/Utica, NY PD: Randy Jay MD: Heather Bishop 10 GEORGE BENSON "Holdin" 7 PUFF JOHNSON "Over" 7 MICHAEL W SMITH "City"	WQAZ/Cleveland, OH PD/DMD: Mary Ellen Kachinske 39 WONDERS "Thing" 33 ALANIS MORISSETTE "Head"	
WOEF/Chattanooga, TN PD/DMD: Danny Howard 5 MICHAEL ENGLISH "Freedom" 5 FOR REAL "Like" 5 REO SPEEDWAGON "Tonight"	WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann 7 JANNE ARDEN "Mother" 7 MICHAEL ENGLISH "Freedom"	WVLA/Louisville, KY OM/PD: C.C. Matthews AP/D: Joe Fedele 5 BRIAN MCKNIGHT "Magic" 5 BRANDY TAMIA "Missing"	WWSN/Charlotte, NC OM: Tom Jackson PD/DMD: John McFadden 14 HOOTIE & BLOWFISH "Sad"	WQMX/Chicago, IL PD: Barry James AP/DMD: Jaime Kartak 19 R.E.M. "Me"	
WLIT/Chicago, IL PD/DMD: Mark Edwards 10 ORLEANS "Side" 10 JOURNEY "Woman"	WVWG/Greensboro, NC PD/DMD: Nick Allen 8 MICHAEL BOLTON "Power"	WVWG/Saginaw, MI PD: Mike MacDonald MD: Keith Kelly 17 CELINE DION "Coming"	WQAL/Cleveland, OH PD/DMD: Mary Ellen Kachinske 39 WONDERS "Thing" 33 ALANIS MORISSETTE "Head"	WQMG/Columbus, GA PD/DMD: Lee McCord No Adds	
97 Total Reporters 97 Current Reporters 86 Current Playlists	WVWA/West Palm Beach, FL DMPD: Les Howard Jacoby AP/DMD: Chad Perry 19 VANESSA WILLIAMS "Where" 18 ROD STEWART "Away" 7 BEACH BOYS/TROCCOLI "Music"	WVWG/Sacramento, CA PD/DMD: Bob Laurence 5 BAD COMPANY "Believe"	WQMX/Charlotte, NC OM: Tom Jackson PD/DMD: John McFadden 14 HOOTIE & BLOWFISH "Sad"	WQMG/Charlottesville, VA PD: Dann Miller AP/DMD: Angie Logan 24 JOURNEY "Woman" 14 ALANIS MORISSETTE "Head"	
Reported Frozen Playlist (5): WFPG/Atlantic City, NJ WSNY/Columbus, OH WTKY/Gainesville, FL WVGN/Madison, WI KCCW/Portland, OR	WVWA/West Palm Beach, FL DMPD: Les Howard Jacoby AP/DMD: Chad Perry 19 VANESSA WILLIAMS "Where" 18 ROD STEWART "Away" 7 BEACH BOYS/TROCCOLI "Music"	WVWG/Sacramento, CA PD/DMD: Bob Laurence 5 BAD COMPANY "Believe"	WQMX/Chicago, IL PD: Barry James AP/DMD: Jaime Kartak 19 R.E.M. "Me"	WQMG/Charlottesville, VA PD: Dann Miller AP/DMD: Angie Logan 24 JOURNEY "Woman" 14 ALANIS MORISSETTE "Head"	
Did Not Report, Playlist Frozen (6): WLIF/Baltimore, MD WRRM/Cincinnati, OH WPEZ/Macon, GA WBEB/Philadelphia, PA WSRS/Worcester, MA WKBN/Youngstown, OH	WVWA/West Palm Beach, FL DMPD: Les Howard Jacoby AP/DMD: Chad Perry 19 VANESSA WILLIAMS "Where" 18 ROD STEWART "Away" 7 BEACH BOYS/TROCCOLI "Music"	WVWG/Sacramento, CA PD/DMD: Bob Laurence 5 BAD COMPANY "Believe"	WQMX/Chicago, IL PD: Barry James AP/DMD: Jaime Kartak 19 R.E.M. "Me"	WQMG/Charlottesville, VA PD: Dann Miller AP/DMD: Angie Logan 24 JOURNEY "Woman" 14 ALANIS MORISSETTE "Head"	
	WVWA/West Palm Beach, FL DMPD: Les Howard Jacoby AP/DMD: Chad Perry 19 VANESSA WILLIAMS "Where" 18 ROD STEWART "Away" 7 BEACH BOYS/TROCCOLI "Music"	WVWG/Sacramento, CA PD/DMD: Bob Laurence 5 BAD COMPANY "Believe"	WQMX/Chicago, IL PD: Barry James AP/DMD: Jaime Kartak 19 R.E.M. "Me"	WQMG/Charlottesville, VA PD: Dann Miller AP/DMD: Angie Logan 24 JOURNEY "Woman" 14 ALANIS MORISSETTE "Head"	
	WVWA/West Palm Beach, FL DMPD: Les Howard Jacoby AP/DMD: Chad Perry 19 VANESSA WILLIAMS "Where" 18 ROD STEWART "Away" 7 BEACH BOYS/TROCCOLI "Music"	WVWG/Sacramento, CA PD/DMD: Bob Laurence 5 BAD COMPANY "Believe"	WQMX/Chicago, IL PD: Barry James AP/DMD: Jaime Kartak 19 R.E.M. "Me"	WQMG/Charlottesville, VA PD: Dann Miller AP/DMD: Angie Logan 24 JOURNEY "Woman" 14 ALANIS MORISSETTE "Head"	
	WVWA/West Palm Beach, FL DMPD: Les Howard Jacoby AP/DMD: Chad Perry 19 VANESSA WILLIAMS "Where" 18 ROD STEWART "Away" 7 BEACH BOYS/TROCCOLI "Music"	WVWG/Sacramento, CA PD/DMD: Bob Laurence 5 BAD COMPANY "Believe"	WQMX/Chicago, IL PD: Barry James AP/DMD: Jaime Kartak 19 R.E.M. "Me"	WQMG/Charlottesville, VA PD: Dann Miller AP/DMD: Angie Logan 24 JOURNEY "Woman" 14 ALANIS MORISSETTE "Head"	

HOT AC

WKDD/Akron, OH PD/DMD: Chuck Collins 19 HUEY LEWIS & NEWS "Years" 14 DC TALK "Just"	KATF/Dubuque, IA PD: Tim Dillon MD: Jackie Livingston 5 ELTON JOHN "History"	WKTI/Milwaukee, WI PD: Danny Clayton MD: Leonard Peace 20 NO MERCY "Where"	KNEV/Reno, NV PD/DMD: Rusty Keys No Adds
KMXS/Anchorage, AK PD: Mark Carlson MD: Rick Sparks No Adds	KSII/EI Paso, TX PD: Mark Neison MD: Mike Martinez 20 KEITH SWEAT "Nobody"	KSTP/Minneapolis, MN Interim PD/DMD: Leighton Peck 29 ALANIS MORISSETTE "Head"	WMXB/Richmond, VA PD/DMD: Barry McKay No Adds
WWMX/Baltimore, MD PD: Todd Fisher MD: Steve Cross 20 MERRILL BAINEBRIDGE "Mouth" 15 MELISSA ETHERIDGE "Nowhere"	WRTS/Erie, PA PD: Ron Kline MD: Shane Taylor No Adds	KOSO/Modesto, CA PD: Max Miller MD: Donna Miller 5 SHERRY CROW "Happy" 5 JANNE ARDEN "Mother" 5 DC TALK "Just"	KYKY/St. Louis, MO PD: Smokey Rikers AP/DMD: Greg Hewitt 18 WONDERS "Thing"
KKMY/Beaumont, TX PD: Kurt Gichrist MD: Robert X. Brown 8 MICHAEL BOLTON "Power" 8 CHRIS ISAAK "Tomorrow" 8 DC TALK "Just" 8 JANNE ARDEN "Mother" 8 MICHAEL ENGLISH "Freedom"	WQSM/Fayetteville, NC PD/DMD: Dave Stone 12 GEGGY TAH "Whoever" 10 JANNE ARDEN "Mother" 10 R.E.M. "Me"	WJLK/Monmouth-Ocean, NJ PD: Gary Guida MD: Dan Turf 15 ROBERT MILES "Children"	KISN/Salt Lake City, UT OM/PD: Steve Kelly AP/DMD: Sean Michaels 9 SHERRY CROW "Happy" 8 HOOTIE & BLOWFISH "Blind"
WMJY/Biloxi, MS PD: Walter Brown MD: Heather Williams 5 NO MERCY "Where" 5 WONDERS "Thing" 5 SHERRY CROW "Happy"	WKZL/Greensboro, NC PD: Doug McKnight MD: Doug McKnight No Adds	WMXV/New York, NY PD: Steve Weed AP/DMD: Linda Silver 28 NO MERCY "Where" 12 DC TALK "Just"	KSMG/San Antonio, TX PD: Pat Evans MD: Darla Thomas 5 HOOTIE & BLOWFISH "Sad"
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WPLJ/New York, NY VP/Prog: Tom Cuddy PD: Scott Shannon MD: Mike Preston 15 DC TALK "Just"	KFMB/San Diego, CA PD: Tracy Johnson AP/DMD: Greg Simms 33 ALANIS MORISSETTE "Head" 20 GEGGY TAH "Whoever"
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WKZ/Hagerstown, MD PD/DMD: Rick Alexander 15 PRIMITIVE RADIO GOODS "Standing" 15 HOOTIE & BLOWFISH "Blind" 13 ALANIS MORISSETTE "Head"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	KIOI/San Francisco, CA PD: Casey Keating MD: Jay Naches No Adds
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WAEV/Savannah, GA OM/PD: Scotty Snipes 4 WONDERS "Thing" 2 HOOTIE & BLOWFISH "Blind" 1 ALANIS MORISSETTE "Head"
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	KPLZ/Seattle, WA PD: Kent Phillips 21 ALANIS MORISSETTE "Head" 21 HOOTIE & BLOWFISH "Sad" 21 HOOTIE & BLOWFISH "Blind"
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WNSN/South Bend, IN PD: Phil Britton AP/DMD: Steve O'Brien No Adds
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WYYY/Syracuse, NY PD: Alan Furr MD: Jeanne Kishley 15 AMANDA MARSHALL "Birmingham"
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WMTX/Tampa, FL PD: Mike Reeves MD: Yvonne Bass 5 DC TALK "Just"
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	KMAJ/Topeka, KS PD: John Lee Hooker MD: Rose Rues No Adds
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WRQX/Washington, DC PD: Randy James MD: Carol Parker 5 STING "Happy"
WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WGNi/Wilmington, NC PD: Mike Farrow MD: Craig Thomas 16 NEVILLE & ROBERTSON "Crazy" 16 TONI BRAXTON "Heart" 16 NO MERCY "Where"
72 Total Reporters 72 Current Reporters 68 Current Playlists	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"
Reported Frozen Playlist (2): WDAQ/Danbury, CT WVXS/Montgomery, AL	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"
Did Not Report, Playlist Frozen (2): WLRW/Champaign, IL KSSK/Honolulu, HI	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"
	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"
	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"
	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"	WVYV/Greenville, SC PD: Mark Pollitt MD: Eric Rogers 8 DAVE KOZ "Look"



Lord of the Dance

Steven Curtis Chapman

Going for immediate ads

From the album SIGNS OF LIFE

SGNL

OF LIFE

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OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	2752	2752	2650	2623	72/0
2	2	2	2	ERIC CLAPTON Change The World (<i>Reprise</i>)	2672	2706	2619	2610	71/0
3	3	3	3	③ CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	2567	2490	2293	2134	68/0
6	6	5	4	④ JOHN MELLENCAMP Key West Intermezzo (I Saw...) (<i>Mercury</i>)	1912	1890	1810	1754	62/1
10	7	7	5	⑤ MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	1783	1736	1611	1561	65/2
4	4	4	6	ALANIS MORISSETTE You Learn (<i>Maverick/Reprise</i>)	1723	1963	2041	2127	51/0
—	19	11	7	⑦ JOURNEY When You Love A Woman (<i>Columbia</i>)	1716	1316	715	15	67/4
8	8	8	8	DISHWALLA Counting Blue Cars (<i>A&M</i>)	1715	1734	1607	1645	58/0
5	5	6	9	TRACY CHAPMAN Give Me One Reason (<i>Elektra/EEG</i>)	1582	1757	1831	1913	53/0
7	9	9	10	JEWEL Who Will Save Your Soul (<i>Atlantic</i>)	1375	1510	1516	1647	54/0
16	15	16	11	⑪ MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	1346	1121	989	817	57/7
13	13	10	12	⑫ BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	1344	1332	1181	1151	59/1
19	14	13	13	⑬ PHIL COLLINS Dance Into The Light (<i>Face Value/Atlantic</i>)	1328	1252	999	766	56/0
9	10	12	14	NATALIE MERCHANT Jealousy (<i>Elektra/EEG</i>)	1266	1304	1370	1632	52/0
20	16	17	15	⑮ AMANDA MARSHALL Birmingham (<i>Epic</i>)	1124	1057	839	747	50/1
12	12	15	16	JANN ARDEN Insensitive (<i>A&M</i>)	1103	1131	1196	1154	45/0
11	11	14	17	HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	1085	1176	1208	1204	43/1
BREAKER			18	ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	1077	777	584	418	43/11
23	21	19	19	⑲ HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	910	813	639	580	31/5
18	17	18	20	PRIMITIVE RADIO GODS Standing... (<i>Ergo/Columbia</i>)	794	839	793	800	34/1
22	23	21	21	⑳ ELTON JOHN You Can Make History Young Again (<i>MCA</i>)	770	706	611	587	36/2
29	27	24	22	㉑ NO MERCY Where Do You Go (<i>Arista</i>)	603	467	370	248	24/5
—	30	26	23	㉒ WONDERS That Thing You Do! (<i>Epic</i>)	555	407	267	126	31/6
27	26	25	24	㉔ STING I'm So Happy I Can't Stop Crying (<i>A&M</i>)	495	423	383	366	27/2
DEBUT	—	—	25	㉕ DC TALK Just Between You And Me (<i>Virgin</i>)	403	223	99	—	24/12
—	—	28	26	㉖ SHERYL CROW If It Makes You Happy (<i>A&M</i>)	347	315	256	225	20/4
DEBUT	—	—	27	㉗ HOOTIE & THE BLOWFISH Sad Caper (<i>Atlantic</i>)	318	167	5	—	18/8
30	29	29	28	WALLFLOWERS 6th Avenue Heartache (<i>Interscope</i>)	293	301	292	239	16/0
DEBUT	—	—	29	㉙ MICHAEL BOLTON Love Is The Power (<i>Columbia</i>)	252	189	140	—	14/3
DEBUT	—	—	30	㉚ NO DOUBT Spiderwebs (<i>Trauma/Interscope</i>)	230	218	208	180	8/0

This chart reflects airplay from October 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker. 72 Hot AC reporters. 68 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

TONI BRAXTON You're Makin' Me High (*LaFace/Arista*)
Total Stations: 8, Adds: 0, Plays: 211, WBLI 15, WYXR 38 (39), WYYY 5 (5), WQMZ 24 (34), KSII 45 (46), WKQI 29 (25), KSSK 24 (24), KPLZ 31 (31).

WILD ORCHID At Night I Pray (*RCA*)
Total Stations: 12, Adds: 1, Plays: 205, WDAQ 13 (13), WVAF 5 (5), WRTS 15 (15), WQMZ 33 (24), WKYE 17 (15), WMC 10, KKMY 10 (10), KSII 26 (23), WKDD 16 (15), WAZY 23 (22), WKTI 23 (25), KMAJ 14 (14).

TONI BRAXTON Un-break My Heart (*LaFace/Arista*)
Total Stations: 14, Adds: 4, Plays: 177, WSNL 14, WVAF 11 (5), WHUD 9 (6), WYXR 27 (27), WRQX 10 (10), WMYI 18 (7), WKYE 5 (5), WWDE 6, WGNI 16, WMC 12 (9), KKMY 10 (10), KSII 23 (22), KMXG 2, KMAJ 14 (14).

TINA TURNER Missing You (*Virgin*)
Total Stations: 9, Adds: 0, Plays: 157, WVAF 11 (11), WHUD 19 (18), WMYI 20 (17), WKYE 5 (5), WGNI 32 (32), WJDX 21 (21), WMXS 25 (25), KKMY 10 (10), KMAJ 14 (14).

BAD COMPANY I Still Believe In You (*EastWest/EEG*)
Total Stations: 11, Adds: 3, Plays: 134, WQSM 15 (10), WKYE 5, WOMX 12, WMTX 5 (5), WMC 5 (5), WMXS 25 (25), KKMY 10 (10), WKDD 14 (14), WAZY 14, KMAJ 9 (9), KOSO 20 (5).

DAVE MATTHEWS BAND So Much To Say (*RCA*)
Total Stations: 8, Adds: 0, Plays: 99, WBMX 7 (10), WDAQ 13 (13), WQMZ 24 (24), WMC 12 (12), WKDD 15 (16), WTMX 8 (8), KALC 15 (20), KMXS 5 (5).

TRACY CHAPMAN New Beginning (*Elektra/EEG*)
Total Stations: 8, Adds: 0, Plays: 95, WRTS 15 (15), WQMZ 24 (25), WMTX 5 (5), WMC 7 (7), WMXS 12 (12), WQAL 18 (17), WNSN 9 (9), KMXS 5 (5).

JANN ARDEN Good Mother (*A&M*)
Total Stations: 7, Adds: 5, Plays: 76, WBMX 10, WQMZ 24 (18), WQSM 10, WKYE 7, WMXS 12 (12), KKMY 8, KOSO 5.

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS®

ALANIS MORISSETTE

Head Over Feet (*Maverick/Reprise*)

TOTAL PLAYS/INCREASE 1077/300
TOTAL STATIONS/ADDS 43/11
CHART 18

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
DC TALK Just Between You And Me (<i>Virgin</i>)	12
ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	11
HOOTIE & THE BLOWFISH Sad Caper (<i>Atlantic</i>)	8
MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	7
WONDERS That Thing You Do! (<i>Epic</i>)	6
JANN ARDEN Good Mother (<i>A&M</i>)	5
HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	5
NO MERCY Where Do You Go (<i>Arista</i>)	5
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	4
SHERYL CROW If It Makes You Happy (<i>A&M</i>)	4
JOURNEY When You Love A Woman (<i>Columbia</i>)	4
R.E.M. Bittersweet Me (<i>Warner Bros.</i>)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOURNEY When You Love A Woman (<i>Columbia</i>)	+400
ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	+300
MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	+225
DC TALK Just Between You And Me (<i>Virgin</i>)	+180
HOOTIE & THE BLOWFISH Sad Caper (<i>Atlantic</i>)	+151
WONDERS That Thing You Do! (<i>Epic</i>)	+148
NO MERCY Where Do You Go (<i>Arista</i>)	+136
HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	+97
CELINE DION It's All Coming Back... (<i>550 Music</i>)	+77
PHIL COLLINS Dance Into The Light (<i>Face Value/Atlantic</i>)	+76

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
CELINE DION Because You Loved Me (<i>550 Music</i>)
NATALIE MERCHANT Wonder (<i>Elektra/EEG</i>)
CRANBERRIES Free To Decide (<i>Island</i>)
GIN BLOSSOMS Follow You Down (<i>A&M</i>)
MARIAH CAREY Forever (<i>Columbia</i>)
ALANIS MORISSETTE Ironic (<i>Maverick/Reprise</i>)
TONY RICH PROJECT Nobody Knows (<i>LaFace/Arista</i>)
GOO GOO DOLLS Name (<i>Metal Blade/WB</i>)
DEL AMITRI Roll To Me (<i>A&M</i>)
MARIAH CAREY Always Be My Baby (<i>Columbia</i>)

Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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HOT AC PLAYLISTS

October 11, 1996 R&R • 93

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE

MARKET #1
WXXV/New York
(212) 704-1051
Weed/Silver

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
28	40	40	40	MELISSA ETHERIDGE/Nowhere To Go
16	28	40	40	JOURNEY/When You Love...
40	40	40	40	ERIC CLAPTON/Change The World
40	40	40	40	DONNA LEWIS/I Love You Always...
40	40	40	40	CELINE DION/It's All Coming...
28	28	28	28	ROBERT MILES/Children
40	40	40	40	ALANIS MORISSETTE/You Learn
28	28	28	28	DISHWALL/Counting Blue Cars
28	40	40	40	HOOTIE & BLOWFISH/Tucker's Town
28	28	28	28	JOHN MELLENCAMP/Key West...
28	28	28	28	BRYAN ADAMS/Let's Make A...
28	28	28	28	ALANIS MORISSETTE/Head Over Feet
28	21	28	28	ELTON JOHN/You Can Make...
28	28	28	28	PHIL COLLINS/Dance Into The Light
-	16	21	21	NO MERCY/Where Do You Go
-	16	21	21	AMANDA MARSHALL/Birmingham
21	21	21	21	MERRIL BAINBRIDGE/Mouth
-	12	28	28	DC TALK/Just Between You...
28	28	28	28	GRANBERRIES/Free To Decide
28	28	28	28	SHERYL CROW/It Makes You...
10	-	10	10	MARIAH CAREY/Always Be My Baby
10	-	10	10	CELINE DION/Because You Loved Me
10	10	10	10	BODEANS/Closer To Free
-	10	10	10	GIN BLOSSOMS/Follow You Down
-	10	10	10	EVERYTHING BUT...Missing

MARKET #1
WPLJ/New York
(212) 613-8900
Cuddy/Shannon/Preston

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
43	45	43	44	DONNA LEWIS/I Love You Always...
45	41	42	43	ERIC CLAPTON/Change The World
42	40	41	41	CELINE DION/It's All Coming...
36	38	40	40	JANN ARDEN/Insensitive
41	41	40	40	HOOTIE & BLOWFISH/Tucker's Town
27	30	31	31	ALANIS MORISSETTE/You Learn
14	25	30	30	NO MERCY/Where Do You Go
31	30	30	30	JOHN MELLENCAMP/Key West...
26	27	24	29	ALANIS MORISSETTE/Head Over Feet
26	33	31	28	MERRIL BAINBRIDGE/Mouth
-	-	20	28	PRIMITIVE RADIO GODS/Standing Outside...
26	29	27	27	GOO GOO DOLLS/Name
26	25	27	27	DISHWALL/Counting Blue Cars
-	26	23	23	JOURNEY/When You Love...
22	20	21	24	NATALIE MERCHANT/Wonder
-	14	23	23	AMANDA MARSHALL/Birmingham
26	26	26	26	PHIL COLLINS/Dance Into The Light
18	17	20	22	BRYAN ADAMS/Let's Make A...
25	19	17	20	TRACY CHAPMAN/Give Me One Reason
-	-	15	15	DC TALK/Just Between You...
13	15	14	13	DEL AMITRI/Roll To Me
11	-	11	11	BODEANS/Closer To Free
10	11	13	11	DAVE MATTHEWS BAND/Amis Marching
-	10	12	10	SHERYL CROW/It Makes You...
22	22	10	10	JEWEL/Who Will Save...
23	21	15	10	GRANBERRIES/Free To Decide
19	21	15	10	MELISSA ETHERIDGE/Nowhere To Go
10	10	12	10	GIN BLOSSOMS/Follow You Down

MARKET #2
KBIG/Los Angeles
(213) 874-7700
Ervin/Verdery

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
28	28	28	28	ERIC CLAPTON/Change The World
28	28	28	28	DONNA LEWIS/I Love You Always...
28	28	28	28	TRACY CHAPMAN/Give Me One Reason
27	28	28	28	ALANIS MORISSETTE/You Learn
22	28	28	28	CELINE DION/It's All Coming...
27	27	27	27	JEWEL/Who Will Save...
27	27	27	27	JANN ARDEN/Insensitive
26	26	26	26	NATALIE MERCHANT/Wonder
26	26	26	26	MERRIL BAINBRIDGE/Mouth
21	21	21	21	MELISSA ETHERIDGE/Nowhere To Go
27	27	27	26	CELINE DION/Because You Loved Me
22	22	22	22	DISHWALL/Counting Blue Cars
22	22	22	22	GIN BLOSSOMS/Follow You Down
-	21	21	21	BRYAN ADAMS/Let's Make A...
-	21	21	21	ALANIS MORISSETTE/Head Over Feet
-	21	21	21	JOURNEY/When You Love...
-	21	21	21	MERRIL BAINBRIDGE/Mouth
21	21	21	21	SEAL/Don't Cry
13	21	21	21	SOPHIE B. HAWKINS/As I Lay Me Down
-	13	13	13	HOOTIE & BLOWFISH/Tucker's Town
13	13	13	13	HOOTIE & BLOWFISH/Only Wanna Be...
13	13	13	13	GOO GOO DOLLS/Name
26	21	21	13	ALANIS MORISSETTE/Ironic
13	13	13	13	EVERYTHING BUT...Missing

MARKET #2
KYSR/Los Angeles
(818) 955-7000
Perelli/Ebbott

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
42	42	47	51	TRACY CHAPMAN/Give Me One Reason
42	42	47	51	DISHWALL/Counting Blue Cars
42	42	47	51	DONNA LEWIS/I Love You Always...
42	42	47	51	ALANIS MORISSETTE/You Learn
42	42	47	51	ALANIS MORISSETTE/Head Over Feet
35	42	47	51	JARS OF CLAY/Hood
35	42	47	51	JEWEL/Who Will Save...
35	42	47	51	NATALIE MERCHANT/Jalousy
35	42	47	51	HOOTIE & BLOWFISH/Tucker's Town
35	42	47	51	OASIS/Champagne Supernova
28	35	40	40	MELISSA ETHERIDGE/Nowhere To Go
20	28	40	40	NO DOUBT/Spiderswebs
28	35	40	40	GRANBERRIES/Free To Decide
28	35	40	40	HOOTIE & BLOWFISH/Go Blind
-	28	35	40	SARAH MCLACHLAN/Possession
-	20	35	40	AMANDA MARSHALL/Birmingham
-	20	35	40	MERRIL BAINBRIDGE/Mouth
35	40	40	40	ERIC CLAPTON/Change The World
35	40	40	40	STING/I'm So Happy...
28	35	40	40	SHERYL CROW/It Makes You...
-	20	35	40	DC TALK/Just Between You...
-	10	20	30	FIONA APPLE/Shadowboxer
35	40	40	40	PRIMITIVE RADIO GODS/Standing Outside...
6	7	8	8	SMASHING PUMPKINS/Tonight, Tonight
-	15	10	10	NO DOUBT/Don't Speak
42	35	40	40	JANN ARDEN/Insensitive
-	15	15	15	BLUES TRAVELER/Hook
12	15	14	14	GIN BLOSSOMS/Follow You Down
10	10	12	12	COLLECTIVE SOUL/The World I Know

MARKET #3
WTMX/Chicago
(312) 946-1019
James/Kartak

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
36	35	39	39	JOHN MELLENCAMP/Key West...
-	36	38	38	SHERYL CROW/It Makes You...
34	37	36	38	AMANDA MARSHALL/Birmingham
-	39	37	37	HOOTIE & BLOWFISH/Go Blind
20	21	22	22	PRIMITIVE RADIO GODS/Standing Outside...
20	22	22	22	DISHWALL/Counting Blue Cars
35	36	37	37	JEWEL/Who Will Save...
35	36	37	37	DONNA LEWIS/I Love You Always...
33	37	37	37	ERIC CLAPTON/Change The World
20	22	21	21	CRANBERRIES/Free To Decide
32	35	38	20	TRACY CHAPMAN/Give Me One Reason
21	21	21	21	MELISSA ETHERIDGE/Nowhere To Go
15	10	8	20	PHIL COLLINS/Dance Into The Light
-	-	19	18	R.E.M./Bittersweet
14	13	15	15	ALANIS MORISSETTE/Ironic
15	16	16	15	EVERYTHING BUT...Missing
20	21	12	15	GIN BLOSSOMS/Follow You Down
13	14	15	14	THE WET.../Good Intentions
21	19	14	14	FO FIGHTERS/Big Me
14	15	15	13	BODEANS/Closer To Free
34	35	19	12	COLLECTIVE SOUL/The World I Know
15	12	8	8	DAVE MATTHEWS BAND/So Much To Say
6	6	8	8	NATALIE MERCHANT/Jalousy
6	7	8	8	EGGY TAY/Whoever You Are
15	12	8	8	DUNCAN SHEIK/Barely Breathing
20	21	7	6	WALLFLOWERS/6th Avenue Heartache
5	5	6	6	WONDERS/That Thing You Do!

MARKET #4
KIOI/San Francisco
(415) 956-5101
Keating/Nachlis

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
40	40	42	42	ERIC CLAPTON/Change The World
40	40	40	41	TONY RICH PROJECT/Nobody Knows
28	30	40	40	DONNA LEWIS/I Love You Always...
26	36	40	40	CELINE DION/It's All Coming...
15	25	28	28	JOURNEY/When You Love...
30	30	28	28	JANN ARDEN/Insensitive
26	27	27	27	MARIAH CAREY/Always Be My Baby
35	35	26	23	BLUES TRAVELER/Run-Around
40	40	40	40	TRACY CHAPMAN/Give Me One Reason
40	40	40	40	ELTON JOHN/You Can Make...
-	20	23	23	BRYAN ADAMS/Let's Make A...
22	22	22	22	JOHN MELLENCAMP/Key West...
-	20	22	22	DC TALK/Just Between You...
30	30	18	18	SEAL/Kiss From A Rose
18	14	14	12	SOPHIE B. HAWKINS/As I Lay Me Down
14	14	12	12	REMBRANDT'S/It'll Be There For
15	11	11	11	CELINE DION/Because You Loved Me
14	10	10	10	HOUSTON & WINANS/Count On
5	5	6	6	BRANDY, TAMIA.../Missing You

MARKET #5
WYXR/Philadelphia
(610) 668-0750
Davis

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
-	-	39	57	TRACY CHAPMAN/Give Me One Reason
57	57	56	56	CELINE DION/It's All Coming...
37	37	37	37	ERIC CLAPTON/Change The World
55	57	59	59	DONNA LEWIS/I Love You Always...
54	56	56	56	CELINE DION/Because You Loved Me
53	54	54	54	ALANIS MORISSETTE/You Learn
54	55	54	54	ALANIS MORISSETTE/Ironic
54	56	52	52	HOOTIE & BLOWFISH/Time
26	29	38	40	JANN ARDEN/Insensitive
39	55	56	40	TONY RICH PROJECT/Nobody Knows
39	40	40	40	MARIAH CAREY/Forever
26	28	39	38	TONI BRAXTON/You're Makin' Me...
55	37	38	37	LOS DEL RIO/BaySide/Macarena
35	36	37	36	LA BOUCHE/Be My Lover
55	53	35	35	MELISSA ETHERIDGE/I Want To Come Over
-	-	27	27	TONI BRAXTON/Un-break My Heart
-	-	25	25	MERRIL BAINBRIDGE/Mouth
-	-	25	25	ALANIS MORISSETTE/Head Over Feet
27	26	25	24	NO MERCY/Where Do You Go
27	24	26	23	HOOTIE & BLOWFISH/Go Blind
19	20	22	22	BLUES TRAVELER/Run-Around
-	-	20	20	MARIAH CAREY/Always Be My Baby
-	-	22	22	2 UNLIMITED/Get Ready For This
22	21	21	20	REAL MCCOY/Another Night
18	18	18	18	FUGEES/Killing Me Softly
18	18	19	19	FUN FACTORY/Wanna B With U
16	21	20	18	DEL AMITRI/Roll To Me
19	18	19	19	GIN BLOSSOMS/Follow You Down
37	37	53	16	HOOTIE & BLOWFISH/Only Wanna Be...
14	14	14	14	MELISSA ETHERIDGE/Nowhere To Go

MARKET #6
WKQI/Detroit
(810) 967-3750
O'Brien/Buchalter

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
60	63	63	63	DONNA LEWIS/I Love You Always...
40	60	60	62	NO MERCY/Where Do You Go
63	58	60	61	ALANIS MORISSETTE/You Learn
26	28	36	59	CELINE DION/It's All Coming...
-	58	58	58	FUN FACTORY/Wanna B With U
55	56	58	58	LA BOUCHE/Sweet Dreams
60	57	59	55	LA BOUCHE/Be My Lover
37	37	37	37	JANN ARDEN/Insensitive
32	61	57	36	SARAH MCLACHLAN/Will Remember You
36	36	36	36	ERIC CLAPTON/Change The World
34	34	34	36	TONY RICH PROJECT/Nobody Knows
30	33	33	34	DISHWALL/Counting Blue Cars
58	28	31	31	FUGEES/Killing Me Softly
16	18	25	29	TONI BRAXTON/You're Makin' Me...
-	10	20	27	JOURNEY/When You Love...
-	18	20	22	ALANIS MORISSETTE/Head Over Feet
12	12	12	22	AMBER/This Is Your Night
19	36	36	21	REAL MCCOY/Another Night
19	19	19	19	GIN BLOSSOMS/Follow You Down
18	18	18	18	PRIMITIVE RADIO GODS/Standing Outside...
10	10	15	18	WONDERS/That Thing You Do!
15	16	16	16	NO DOUBT/Spiderswebs
10	14	16	16	MELISSA ETHERIDGE/Nowhere To Go
10	10	15	15	HOOTIE & BLOWFISH/Tucker's Town
60	36	15	15	TRACY CHAPMAN/Give Me One Reason
12	12	12	14	QUAD CITY DJ'S/Don't Ride It...
8	12	14	14	PHIL COLLINS/Dance Into The Light
-	-	12	12	MERRIL BAINBRIDGE/Mouth
38	36	15	10	JEWEL/Who Will Save...

MARKET #7
KDMX/Dallas
(214) 991-1029
Ashley/Thomas

PLAYS

3W	2W	1W	TW	ARTIST/TITLE
31	30	30	35	DONNA LEWIS/I Love You Always...
18	23	27	34	TRACY CHAPMAN/Give Me One Reason
22	21	24	32	COLLECTIVE SOUL/The World I Know
31	31	31	31	ERIC CLAPTON/Change The World
31	28	30	30	DISHWALL/Counting Blue Cars
23	25	29	29	ALANIS MORISSETTE/You Learn
27	25	26	26	HOOTIE & BLOWFISH/Go Blind
20	25	23	24	JEWEL/Who Will Save...
-	16	18	23	JOURNEY/When You Love...
17	16	23	22	MERRIL BAINBRIDGE/Mouth
18	23	22	22	BRYAN ADAMS/Let's Make A...
19	23	22	22	MELISSA ETHERIDGE/Nowhere To Go
29	27	30	21	CELINE DION/It's All Coming...
25	20	22	21	STING/I'm So Happy...
14	15	20	21	ALANIS MORISSETTE/Head Over Feet
22	18	22	21	HOOTIE & BLOWFISH/Tucker's Town
9	10	14	18	PRIMITIVE RADIO GODS/Standing Outside...
18	15	16	18	SHERYL CROW/It Makes You...
10	10	10	10	ELTON JOHN/You Can Make...
12	11	16	16	AMANDA MARSHALL/Birmingham
11	17	13	15	STING/I'm So Happy...
-	8	12	12	DC TALK/Just Between You...
35	24	12	10	GOO GOO DOLLS/Name
-	8			



CAROL ARCHER

Management Skills In A Changing Landscape

□ Dallas VP/GM Schmidt says focus is the top priority in a multistation scenario

When **Herb McCord** formed **Granum Communications** and acquired his first station — **KOAI (The Oasis)/Dallas** — in June 1991, his first hire was GM **Skip Schmidt**. With the purchase of the **Summit** group, Granum added **UAC KRBV (V100)** and Gospel-formatted **KHVN-AM (Heaven 97)** to its Dallas holdings.

Then in June 1995, **Infinity** paid \$410 million for Granum. Today, VP/GM Schmidt continues to manage the three stations for new owner **Mel Karmazin**.

Smarter, Quicker Decisions

Goal-setting and staff motivation are among a GM's most important responsibilities. Since it's difficult enough to achieve that at one station, how do you accomplish this feat at three? Schmidt explains, "It's really important to understand that all three of our stations in Dallas are differentiated. Each is their own distinct format. Nationally, we do sell V100 and Heaven 97 together, but these three are totally separate radio stations."

"The downside of consolidation

is that there are a lot of very good — and even great — general managers out of work. The other side is that those [surviving] managers who



Skip Schmidt

are accustomed to running one radio station are now being asked to operate and manage more than one. This thrusts upon you the opportunity to focus much more clearly. Your management skills are really tested in this situation because you are asked to make smarter, quicker decisions.

"We've been very fortunate here because we have a lot of peak performers. Our department heads have always run, and been responsible for, their own departments and have been focused on goals. I've been fortunate to have been surrounded by some of the brightest people, ones who are extremely well-educated in their specific fields. As **Maya Angelou** said, 'Smart people want to get smarter.' These folks have worked so diligently, and they were already here.

"When your people are smart and well-focused, motivating them isn't even an issue. When they are clear on the mission, smart people really find a way to get it done. For me,

the fun part of this is that we take a lot more risks than we used to. Owners want you to get 10%, 15%, or 20% growth per year, so that applies pressure on the manager to innovate or expand ... and it puts you into several areas at one time.

"Focus is the number one necessity in achieving results. To differentiate your product, you really must



Your management skills are really tested in this situation because you are asked to make smarter, quicker decisions.



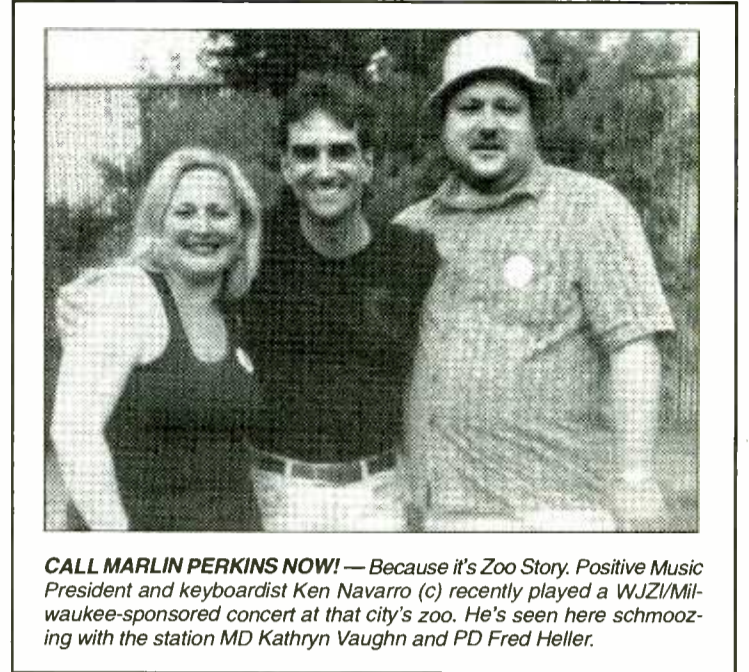
innovate. If you did the same thing year after year, you wouldn't be able to achieve the numbers that they want you to achieve. You must watch your company very closely, and because you are moving in so many different directions, focusing on the plan is critical. But you don't have to motivate those who are clear on the plan."

'You Can't Do It Alone'

Sharing his advice for GMs who find themselves managing one radio station one day — and several stations the next — Schmidt says, "It's simple: Ask for help!"

"I don't care who you think you are or how smart you think you are: You can't do it alone. There are so many great people — smart people — in this business. Take people like [SW Networks VP/Program Development and former KOAI PD] **Paul Goldstein** and [Broadcast Architecture CEO] **Frank Cody**. I talk to these guys all the time. Paul was our founding PD, and I love talking with him because he has great, creative ideas. I communicate closely with [current] PD **Mike Fischer** because of the quality of his ideas, too.

"There are people out there who are absolute specialists in these formats. We used [consultant] **Barry Mayo** on our Urban AC, and he is one of the preeminent UAC guys on this planet. He's been a PD, a general manager, and an owner as a partner in **Broadcast Partners**. He's worn all those hats and he's absolutely the best in his field. And I ask **Mel Karmazin** for help. He's one of the brightest and most focused people you could ever meet. Just imagine how many managers and em-



CALL MARLIN PERKINS NOW! — Because it's Zoo Story. Positive Music President and keyboardist **Ken Navarro** (c) recently played a WJZL/Milwaukee-sponsored concert at that city's zoo. He's seen here schmoozing with the station MD **Kathryn Vaughn** and PD **Fred Heller**.

ployees he's in touch with, yet that never prevents him from taking a call or returning it quickly."

In-House Rivals?

Curious about potential ratings rivalry between KOAI and KRBV, I asked Schmidt about their differences in the face of a shared 25-54 target demo. "Each is differentiated and used for different services. To describe the Oasis, listeners use words like 'smooth,' 'genuine,' 'relaxing,' and 'sincere.' Those are the character words [for our brand of NAC]. The character words people use for the 'V' are 'fun,' 'your companion,' and all the things that go with UAC. There are character words for every format, but they are separate and differentiated."

When it comes to selling advertising, Schmidt maintains a full complement of sales staffers whose duties are relegated to either NAC or to Urban and Gospel. "We have sellers who are dedicated to each radio station. We have two separate national sales managers, two separate local sales managers, two separate general sales managers, and a total of 30 sellers for the three stations."

As for the near future, Schmidt says it's difficult to make predictions

about his stations. "Infinity is three FM stations over the limit in Dallas. Consequently, three FMs must be either sold or swapped. I know that's in the works, but we don't know [the outcome] yet.

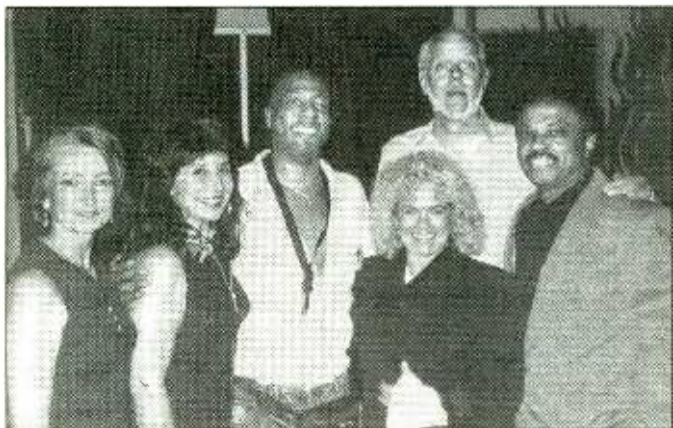
"But I can tell you that the Oasis has been an extremely healthy radio station for a long time, and next year will mark the 10th anniversary of its existence. With that type of a track record, we're looking forward to a great year in 1997 and all indications economically indicate that we will. We have newer radio stations, like V100, which is already top five 25-54 in the market and is less than one year old, so we look for economic success with that one next year, too. It is getting stronger as it matures."



I don't care who you think you are or how smart you think you are: You can't do it alone.



When your people are smart and well-focused, motivating them isn't even an issue. When they are clear on the mission, smart people find a way to get it done.



McMURRAY AND FRIENDS AT ATLAS — When Warner Bros. artist **David McMurray** (third from left) played a searing sax set at the elegant Atlas Bar and Grill in L.A., plenty of appreciative fans were on hand to cheer him. He's captured in a casual moment with (l-r) WB VP/Product Mgt./Jazz **Marylou Badeaux**, KTWW/L.A. midday personality **Talaya Trigueros**, **Carol Archer**, KQBR/Sacramento PD **Lawrence Tanter**, and WB Sr. Dir. of Nat'l Promotion/Jazz **Chris Jonz**.



GREAT SAX — **KBLX/San Francisco** invited listeners to its annual party at Oakland's Jack London Square and 10,000 showed up to enjoy the soulful sax stylings of **Pamela Williams** (c). After the performance, Williams posed with (l-r) PD "Cuz" **Kevin Brown** and MD **Ron Cadet**.

*Sure, playing Seduction was fun
for a while.*

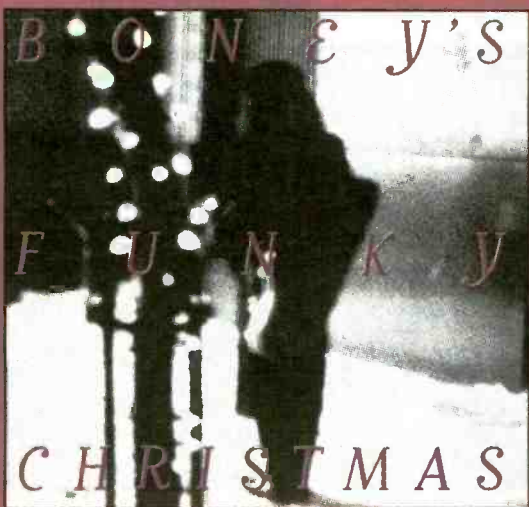
*But really, don't you want something that
will last year after year after year?*

B O N E Y
J A M E S

B O N E Y ' S
F U N K Y
C H R I S T M A S

With "Christmas Time is Here," "Steigh
Ride," "What Are You Doing New Year's
Eve?" (Featuring Bobby Caldwell), and
"This Christmas" (Featuring Tee Harvey).

The Christmas record to put on when you
put the kids to bed.

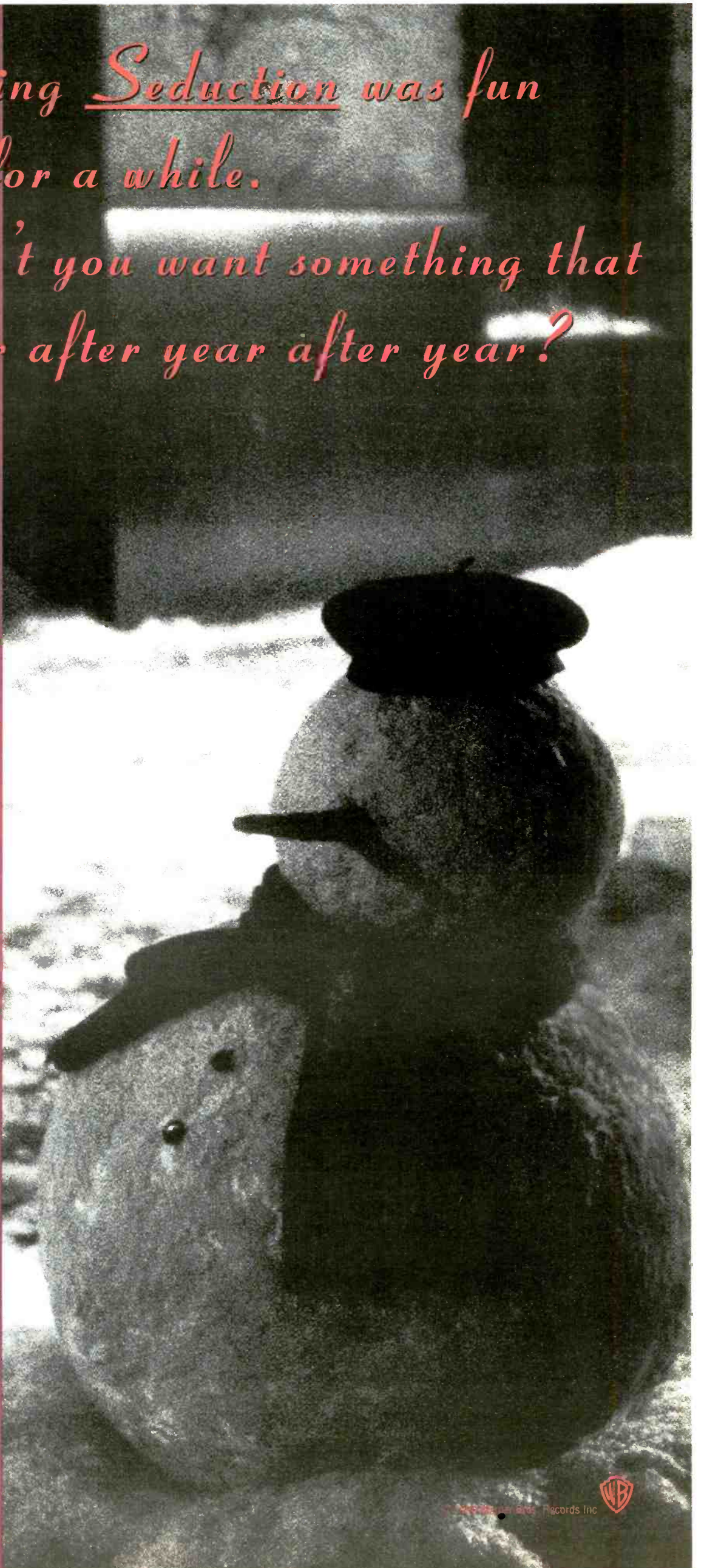


Produced by Paul Brown and Boney James

Management: Howard Lowell for Shoring Side Media Consultants

Bobby Caldwell appears courtesy of Sh-Boom Records Ltd.

www.wbjazz.com www.wbr.com/radio



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OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
5	2	1	1	DAVID SANBORN Spooky (<i>Elektra/EEG</i>)	763	710	657	554	51/0
1	1	2	2	DAVE KOZ Let Me Count The Ways (<i>Capitol</i>)	725	703	664	651	50/0
—	6	3	3	KENNY G The Moment (<i>Arista</i>)	714	673	492	67	50/1
3	3	4	4	PETER WHITE Caravan Of Dreams (<i>Columbia</i>)	702	641	569	581	51/0
7	5	5	5	PAUL HARDCASTLE Bird Island (<i>JVC</i>)	667	589	495	465	49/0
14	9	7	6	CHUCK LOEB The Music Inside (<i>Shanachie</i>)	495	461	433	388	47/0
11	15	14	7	DOC POWELL Laid Back (<i>Discovery</i>)	491	379	389	400	43/0
—	14	9	8	GROVER WASHINGTON JR. Can You Stop The Rain (<i>Columbia</i>)	471	427	392	237	45/1
10	13	8	9	ART PORTER Lake Shore Drive (<i>Verve Forecast</i>)	432	427	402	409	51/1
2	4	6	10	NORMAN BROWN Better Days Ahead (<i>MoJazz/Motown</i>)	430	482	509	616	41/0
15	16	13	11	LUTHER VANDROSS Your Secret Love (<i>LV/Epic</i>)	415	402	379	358	44/0
—	24	19	12	JEFF LORBER Katherine (<i>Verve</i>)	386	307	279	213	39/1
6	7	12	13	COUNT BASIC On The Move (<i>Instinct</i>)	381	412	485	486	35/0
27	18	16	14	ANDY SNITZER My Dream Come True (<i>Warner Bros.</i>)	368	349	321	278	43/1
12	12	11	15	HERB ALPERT Flamingo (<i>Almo Sounds/Geffen</i>)	340	414	405	411	36/1
9	8	10	16	AVENUE BLUE Naked City (<i>Mesa/Bluemoon</i>)	325	427	450	459	30/0
17	17	18	17	ERIC CLAPTON Change The World (<i>Reprise</i>)	313	330	337	338	37/0
—	—	25	18	NATALIE COLE w/NAT "KING" COLE When I Fall In Love (<i>Elektra/EEG</i>)	307	275	218	132	35/0
8	11	15	19	RAMSEY LEWIS Les Fleur (<i>GRP</i>)	298	369	410	465	34/0
26	23	21	20	RICHARD ELLIOT City Speak (<i>Blue Note</i>)	293	301	289	277	32/0
19	19	20	21	RIPPINGTONS First Time I Saw Her (<i>GRP</i>)	292	305	319	324	35/0
BREAKER	22			SOUNDSCAPE Morning Song (<i>Instinct</i>)	291	252	239	237	42/1
21	25	22	23	CHIELI MINUCCI Anything And Everything (<i>JVC</i>)	287	292	278	293	39/1
4	10	17	24	BILL EVANS The Sunday After (<i>Escapade</i>)	286	331	418	567	32/0
25	27	26	25	HARVEY MASON It's You (<i>Atlantic</i>)	275	271	266	280	31/0
24	22	24	26	GLORIA ESTEFAN I'm Not Giving You Up (<i>Epic</i>)	272	280	294	295	34/0
20	21	23	27	AARON NEVILLE I Can't Imagine (<i>A&M</i>)	269	288	305	301	34/0
DEBUT	28			JOE MCBRIDE After Sunset (<i>Heads Up</i>)	261	234	217	142	36/1
28	29	29	29	LIONEL RICHIE Ordinary Girl (<i>Mercury</i>)	261	265	252	267	30/0
22	26	28	30	VANESSA WILLIAMS Erase (<i>Mercury</i>)	251	265	271	294	32/0

This chart reflects airplay from September 25-October 1. Songs ranked by total plays. Highlighted songs indicate Breaker.
51 NAC reporters. 47 current playlists. © 1996, R&R Inc.

BREAKERS®

SOUNDSCAPE Morning Song (*Instinct*)

TOTAL PLAYS/INCREASE: 291/39
TOTAL STATIONS/ADDS: 42/1
CHART: 22

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
TONY GUERRERO For Your Love (<i>Nu Groove</i>)	11
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	9
LARRY CORYELL Feel Like Makin' Love (<i>Shanachie</i>)	7
FATBURGER Oye Como Va (<i>Shanachie/Cachet</i>)	6
RONNY JORDAN Closer Than Close (<i>Island</i>)	6
PAMELA WILLIAMS A Matter Of Time (<i>Heads Up</i>)	6
DOUBLE VISION Summer Never... (<i>Acid Jazz/Hollywood</i>)	4
KEIKO MATSUI Bridge Over The Stars (<i>Countdown/Unity</i>)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DOC POWELL Laid Back (<i>Discovery</i>)	+112
KEIKO MATSUI Bridge Over The... (<i>Countdown/Unity</i>)	+89
JEFF LORBER Katherine (<i>Verve</i>)	+79
PAUL HARDCASTLE Bird Island (<i>JVC</i>)	+78
RONNY JORDAN Closer Than Close (<i>Island</i>)	+75
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	+74
BRIAN CULBERTSON After Hours (<i>Mesa/Bluemoon</i>)	+72
LARRY CORYELL Feel Like Makin' Love (<i>Shanachie</i>)	+65
PETER WHITE Caravan Of Dreams (<i>Columbia</i>)	+61
DAVID SANBORN Spooky (<i>Elektra/EEG</i>)	+53

Breakers: Songs registering 275 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NEW & ACTIVE

GEORGE BENSON Holdin' On (*GRP*)
Total Plays: 236, Total Stations: 30, Adds: 1

DENNY JIOSA Lights Of The City (*Blue Orchid*)
Total Plays: 212, Total Stations: 34, Adds: 3

KEIKO MATSUI Bridge Over The Stars (*Countdown/Unity*)
Total Plays: 204, Total Stations: 36, Adds: 4

BRIAN CULBERTSON After Hours (*Mesa/Bluemoon*)
Total Plays: 203, Total Stations: 25, Adds: 2

RONNY JORDAN Closer Than Close (*Island*)
Total Plays: 178, Total Stations: 34, Adds: 6

DAVE KOZ Don't Look Back (*Capitol*)
Total Plays: 136, Total Stations: 15, Adds: 2

TONI BRAXTON Un-break My Heart (*LaFace/Arista*)
Total Plays: 124, Total Stations: 22, Adds: 9

PETER WHITE F/BASIA Just Another Day (*Columbia*)
Total Plays: 123, Total Stations: 16, Adds: 0

RANDY CRAWFORD All The King's Horses (*Bluemoon/Atlantic*)
Total Plays: 121, Total Stations: 20, Adds: 0

NORMAN BROWN After The Love Is Gone (*MoJazz/Motown*)
Total Plays: 108, Total Stations: 20, Adds: 2

TINA TURNER Something Beautiful Remains (*Virgin*)
Total Plays: 108, Total Stations: 12, Adds: 0

PAMELA WILLIAMS A Matter Of Time (*Heads Up*)
Total Plays: 106, Total Stations: 25, Adds: 6

DOTSERO Essensual (*Ichiban*)
Total Plays: 106, Total Stations: 14, Adds: 0

HEAVY SHIFT L.A. Nights (*Discovery*)
Total Plays: 102, Total Stations: 12, Adds: 0

GEORGE BENSON Johnnie Lee (*GRP*)
Total Plays: 84, Total Stations: 13, Adds: 1

PAUL JACKSON JR. End To A Perfect Day (*Blue Note*)
Total Plays: 78, Total Stations: 10, Adds: 0

WAYMAN TISDALE Don't Take Your Love Away (*MoJazz/Motown*)
Total Plays: 69, Total Stations: 14, Adds: 3

GROVER WASHINGTON JR. Soulful Strut (*Columbia*)
Total Plays: 69, Total Stations: 12, Adds: 3

LARRY CORYELL Feel Like Makin' Love (*Shanachie*)
Total Plays: 67, Total Stations: 18, Adds: 7

BOB JAMES & KIRK WHALUM Kickin' Back (*Warner Bros.*)
Total Plays: 61, Total Stations: 10, Adds: 3

MARILYN SCOTT Close Enough (*Warner Bros.*)
Total Plays: 56, Total Stations: 9, Adds: 1

CHIELI MINUCCI Cause We've Ended As Lovers (*JVC*)
Total Plays: 56, Total Stations: 9, Adds: 0

TONY GUERRERO For Your Love (*Nu Groove*)
Total Plays: 53, Total Stations: 20, Adds: 11

Songs ranked by total plays

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Red
Greatest
Hits.*

Simply Red

Angel

Produced by Wyclef Jean for Refugee Camp Entertainment
Co-produced by Pras Michel and Jerry "Pe-Bass" Duplessis for
Refugee Camp Entertainment and Simply Red

Album in stores October 22

Management: Elliot Rashman and Andy Dodd for So What Arts Limited in
association with Lisa Barbaris for So What Media and Management

Wyclef Jean, Pras Michel, and Lauryn Hill appear courtesy of Ruffhouse/
Columbia Records. Special thanks to Ruffhouse/Columbia Records.

On EastWest Records America compact discs and cassette.
www.elektra.com

Impact Date At NAC: 10/10

Impact Date At AC: 10/28



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OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)		
1	2	2	1	PETER WHITE Caravan Of Dreams (Columbia)	915	+65	"Caravan" (702)	"Just" (123)	"Lights" (28)
3	1	1	2	DAVE KOZ Off The Beaten Path (Capitol)	888	+34	"Count" (725)	"Look" (136)	"Lullaby" (12)
8	5	3	3	DAVID SANBORN Songs From The Night Before (Elektra/EEG)	780	+59	"Spooky" (763)	"Rikke" (14)	"Exposure" (3)
—	11	6	4	KENNY G The Moment (Arista)	725	+52	"Moment" (714)	"Northern" (5)	"Somebody" (4)
2	3	5	5	JEFF LORBER State Of Grace (Verve)	692	+15	"Katherine" (386)	"State" (208)	"Spaces" (36)
15	8	8	6	PAUL HARDCASTLE Hardcastle 2 (JVC)	689	+74	"Island" (667)	"Jokers" (16)	"Got" (5)
5	4	4	7	GEORGE BENSON That's Right (GRP)	672	-28	"Holdin'" (236)	"Right" (169)	"Summer" (139)
7	7	9	8	DOC POWELL Laid Back (Discovery)	619	+101	"Laid" (491)	"Sunday" (74)	"Dance" (37)
4	6	7	9	NORMAN BROWN Better Days Ahead (MoJazz/Motown)	604	-29	"Days" (430)	"After" (108)	"Time" (43)
—	18	11	10	GROVER WASHINGTON JR. Soulful Strut (Columbia)	580	+71	"Stop" (471)	"Soulful" (69)	"Bordertown" (24)
18	15	12	11	CHUCK LOEB The Music Inside (Shanachie)	522	+39	"Music" (495)	"Cruzin'" (9)	"Breathe" (8)
16	19	15	12	ART PORTER Lay Your Hands On Me (Verve)	468	+9	"Lake" (432)	"Chance" (14)	"Just" (9)
27	23	20	13	ANDY SNITZER In The Eye Of The Storm (Warner Bros.)	460	+42	"Dream" (368)	"Road" (44)	"Lane" (18)
13	16	14	14	CHIELI MINUCCI Renaissance (JVC)	451	-10	"Anything" (287)	"Cause" (56)	"Come" (37)
10	9	10	15	HERB ALPERT Second Wind (Almo Sounds/Geffen)	443	-67	"Flamingo" (340)	"Second" (37)	"Valentine" (24)
23	21	19	16	LUTHER VANDROSS Your Secret Love (LV/Epic)	436	+15	"Secret" (415)	"Feet" (10)	"Love" (9)
12	14	17	17	JOE MCBRIDE Keys To Your Heart (Heads Up)	430	-5	"Sunset" (261)	"Highland" (80)	"Chit-Chat" (40)
17	20	16	18	RICHARD ELLIOT City Speak (Blue Note)	419	-37	"City" (293)	"Make" (50)	"Lights" (33)
20	22	22	19	SOUNDTRACK Phenomenon (Reprise)	384	-13	"Change" (313)	"Dance" (41)	"Crazy" (30)
11	12	21	20	COUNT BASIC Movin' In The Right Direction (Instinct)	384	-34	"Move" (381)	"Joy" (3)	
14	10	13	21	AVENUE BLUE Naked City (Mesa/Bluemoon)	374	-101	"Naked" (325)	"Conversation" (34)	"Yohimbe" (9)
22	26	23	22	BONEY JAMES Seduction (Warner Bros.)	361	-15	"Sara" (224)	"Lights" (104)	"Sunshine" (13)
9	13	18	23	RAMSEY LEWIS Between The Keys (GRP)	358	-77	"Fleur" (298)	"Cold" (24)	"Goddess" (16)
19	25	27	24	BRIAN CULBERTSON After Hours (Mesa/Bluemoon)	342	+22	"After" (203)	"Close" (103)	"Take" (26)
—	—	28	25	DENNY JIOSA Inner Voices (Blue Orchid)	337	+34	"Lights" (212)	"Always" (48)	"Kiss" (45)
26	27	26	26	HARVEY MASON Ratamacue (Atlantic)	333	+5	"You" (275)	"Take" (43)	"Tee" (14)
DEBUT			27	SOUNDSCAPE Life Force (Instinct)	332	+67	"Morning" (291)	"Around" (14)	"Round" (10)
25	24	25	28	RIPPINGTONS Brave New World (GRP)	320	-28	"First" (292)	"Hideaway" (18)	"Urban" (6)
6	17	24	29	BILL EVANS Escape (Escapade)	316	-40	"Sunday" (286)	"Escape" (27)	"Coravilas" (3)
DEBUT			30	NATALIE COLE Stardust (Elektra/EEG)	313	+37	"Fall" (307)	"Morning" (3)	"Blues" (2)

This chart reflects airplay from September 25-October 1. Albums ranked by total plays, with plays from all cuts from an album combined.

51 NAC reporters. 47 current playlists. © 1996, R&R Inc.

NAC NOTES By Jay J. Levy

Looks like we're in for a long hard battle for the top spot on the tracks chart in the coming weeks. Nine out of the top 10 songs have bullets, with most of those hearty leaps from the week before. In spite of who wins the top spot week to week, it's a win/win/win situation for labels, programmers, and listeners alike. It's kind of "Spooky" how David Sanborn's (Elektra/EEG) track keeps growing since its release. He holds onto the top spot for a second week this period with Dave Koz (Capitol) and Kenny G. (Arista) both right behind him trying to "...Count The Ways" on how to seize "The Moment" themselves.

Conversely, Peter White's "Caravan Of Dreams" (Columbia) reclaims the top spot on the Album chart, surpassing Dave Koz after his two-week reign. Ten tracks from "Caravan" are currently being reported -- undeniable proof of the album's success. Other major movers include Paul Hardcastle (JVC), up from eight to six thanks to the continuing growth of "Bird Island"; Grover Washington Jr.'s "Soulful Strut" (Columbia) cracks the top 10 this week at No. 10, and Soundscape's "Life Force" (Instinct) and Natalie & Nat "King" Cole's "Stardust" (Elektra/EEG) both make debuts at No.

27 and No. 30, respectively.

New releases making waves include the WLVE/Miami, WVMV/Detroit, and KMJZ/Minneapolis-endorsed "For Your Love" by Tony Guerrero (Nu Groove). Eleven stations added the track, bringing the total to 20 overall. Also, the passionate vocals of Toni Braxton's "Un-Break My Heart" (LaFace/Arista) are making themselves known. Nine stations were moved to cheers this week, including KKJZ/Portland, KOAI/Dallas, and WLVE earning the song second Most Added overall.



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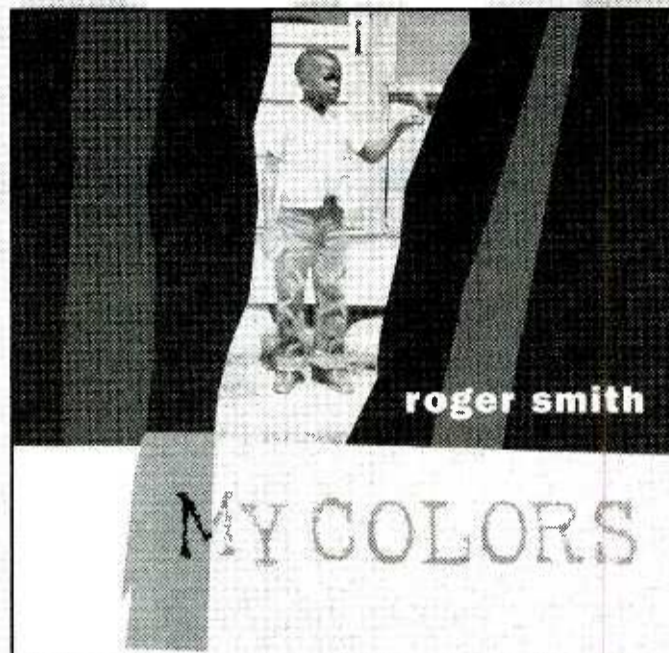
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NAC REPORTERS

Stations and their adds by track listed alphabetically by market

<p>KNIK/Anchorage, AK PD/MD: Dean Williams ROGER SMITH "Stand" DOUBLE VISION "Summer" JASON MILES "Memphis" JOE MCBRIDE "Chit-Chat" KENNY BLAKE "Swing"</p>	<p>KEZL/Fresno, CA PD/MD: Mike Vasquez TONI BRAXTON "Heart" DAVE KOZ "Look" TONY GUERRERO "For"</p>	<p>KSBR/Mission Viejo, CA PD/MD: Terry Wedel DENNY JIOSA "Lights"</p>	<p>KSSJ/Sacramento, CA PD: Don Langford MD: Keli Garrett RONNY JORDAN "Closer" FATTBURGER "Oye" JASON MILES "Memphis" SIMPLY RED "Angel"</p>
<p>WJZF/Atlanta, GA PD/MD: Mark Edwards JAMES & WHALUM "Kickin" LARRY CORYELL "Feel" MICHAEL PAULO "Heart" KENNY G W/BABYFACE "Close"</p>	<p>KUCD/Honolulu, HI PD: Mahlon Moore BRIAN CULBERTSON "After" TONY GUERRERO "For"</p>	<p>KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff TONI BRAXTON "Heart" LARRY CORYELL "Feel" FATTBURGER "Oye" JAMES & WHALUM "Kickin" JAMES & WHALUM "Midnight" GROVER WASHINGTON... "Soulful"</p>	<p>KCLC/St. Charles, MO PD: Rich Reighard MD: Scott Nenninger GREG VAIL "Sax" DOUBLE VISION "Summer" KENNY BLAKE "Sunday" MICHAEL PAULO "Bumpin" WIND MACHINE "Timeline" ROGER SMITH "Know"</p>
<p>KAJZ/Austin, TX PD: Doc Burns LARA & REYES "Morning" JOE MCBRIDE "Sunset"</p>	<p>WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams RONNY JORDAN "Closer" SOUNDSCAPE "Morning"</p>	<p>KXDC/Monterey, CA PD/MD: Scott O'Brien No Adds</p>	<p>KBZN/Salt Lake City, UT PD: Rob Riesen TONI BRAXTON "Heart" TONY GUERRERO "For"</p>
<p>WOAZ/Boston, MA PD/MD: Bill George PAMELA WILLIAMS "Matter" LARRY CORYELL "Feel"</p>	<p>KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase No Adds</p>	<p>SW/New York, NY No Adds</p>	<p>KCJZ/San Antonio, TX PD/MD: Norm Miller TONY GUERRERO "For"</p>
<p>WSJZ/Buffalo, NY PD: Steve Wiersman MD: Chris Wittingham TONI BRAXTON "Heart" TONY GUERRERO "For"</p>	<p>WEZV/Lafayette, IN PD/MD: Bob Miller BRIAN HUGHES "Pamela" BRIAN HUGHES "Nights" TONI BRAXTON "Heart" KEIKO MATSUI "Bridge" WAYMAN TISDALE "Take"</p>	<p>WQCD/New York, NY APD/MD: Steve Williams FATTBURGER "Oye" KENNY G W/T. BRAXTON "Somebody" KENNY G "Northern"</p>	<p>KIFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole BRIAN HUGHES "Fruit" KEIKO MATSUI "Passage" KEIKO MATSUI "Desert" MICHAEL PAULO "Heart" DOUBLE VISION "Summer"</p>
<p>WNUA/Chicago, IL PD: Lee Hansen APD/MD: Tom Miller No Adds</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart MICHAEL PAULO "World" KENNY G W/BABYFACE "Close"</p>	<p>WJCD/Norfolk, VA PD: Maxine Todd MD: Larry Hollowell FATTBURGER "Everybody" LARRY CORYELL "Feel"</p>	<p>KBLX/San Francisco, CA PD: Kevin Brown MD: Ron Cadet No Adds</p>
<p>WJZK/Charleston, SC PD/MD: Tom Kennedy No Adds</p>	<p>WSJW/Louisville, KY PD: C.C. Matthews MD: Brian Conn WAYMAN TISDALE "Take" FATTBURGER "Oye"</p>	<p>KTNT/Oklahoma City, OK MD: Stephanie Stewart RONNY JORDAN "Closer" ANDY SNITZER "Dream" DALIA "Easy"</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton KENNY G "Moment" MARILYN SCOTT "Close" GROVER WASHINGTON... "Stop"</p>
<p>WVAE/Cincinnati, OH PD: Rich McMillan NORMAN BROWN "After" PAMELA WILLIAMS "Matter" KEIKO MATSUI "Bridge" LARRY CORYELL "Feel" TONI BRAXTON "Heart" RONNY JORDAN "Closer" TOM SCOTT "Only" BRIAN CULBERTSON "After" HERB ALPERT "Flamingo"</p>	<p>WALJ/Macon, GA GM/MD: Stan Bush JESSE COOK "Mario" JAMES & WHALUM "Cold" LARRY CORYELL "Fun" ERIC JOHNSON "Manhattan" LARRY CARLTON "Town" LARRY CARLTON "Treasure" SOUNDSCAPE "Source" FATTBURGER "Lo-Cal" JAMES & WHALUM "Midnight" SOUNDSCAPE "Round" LARRY CORYELL "Feel" HERB ALPERT "Flirtation" FATTBURGER "Oye" FISHBELLY BLACK "Combustion" OLETA ADAMS "Sun" CORNELL DUPREE "Hucklebuck" FISHBELLY BLACK "V.I.P." HERB ALPERT "Sneakin" FISHBELLY BLACK "Movin" LORIE LINE "Thread" PAMELA WILLIAMS "Matter" MARK ALMOND "Dreams" NEVILLE & ROBERTSON "Crazy" SAM RINEY "Reminds" TONY GUERRERO "For" MAX GROOVE "Time" DENNY JIOSA "Lights" TONY GUERRERO "Mysterie" GROVER WASHINGTON... "Groove" DOUBLE VISION "Summer" MICHAEL ROSS "Letter" PAMELA WILLIAMS "Saxtress" DAVID ROMINE "Slick" BENITA HILL "Letters" JOHN ALBERTI "Josie" MAX GROOVE "Gentle"</p>	<p>WJZZ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi NORMAN BROWN "After" CRAIG T. COOPER "Never"</p>	<p>KWJZ/Seattle, WA PD: Carol Handley LARRY CORYELL "Feel" RONNY JORDAN "Closer" KEIKO MATSUI "Bridge" FATTBURGER "Oye" PAMELA WILLIAMS "Matter"</p>
<p>WNWV/Cleveland, OH PD/MD: Bernie Kimble No Adds</p>	<p>WZJZ/Columbus, OH PD: Bill Harman LARRY CARLTON "Nowhere"</p>	<p>KYOT/Phoenix, AZ PD/MD: Nick Francis No Adds</p>	<p>WSJT/Tampa, FL PD/MD: Ross Block BONEY JAMES "Sara" KEIKO MATSUI "Bridge"</p>
<p>KOAI/Dallas, TX PD: Michael Fischer MD: Ken Glaser AVENUE BLUE "Conversati" KENNY G "Northern" KENNY G W/T BRAXTON "Somebody" GEORGE BENSON "Johnnie" TONI BRAXTON "Heart" SOUNDSCAPE "Around" PAMELA WILLIAMS "Matter"</p>	<p>WLVE/Miami, FL PD: Shirley Maldonado MD: Geoff Fischer FRANKIE MARCOS... "Think" TONI BRAXTON "Heart" DENNY JIOSA "Lights" ART PORTER "Lake" TONY GUERRERO "For" KENNY G "Havana"</p>	<p>WJJP/Pittsburgh, PA PD: Carl Anderson MD: Herschel TONY GUERRERO "For" KENNY BLAKE "Sunday"</p>	<p>KOAS/Tulsa, OK PD: Steve Fernandez GEORGE BENSON "Holdin" FATTBURGER "Everybody" PAMELA WILLIAMS "Matter"</p>
<p>WVMV/Detroit, MI PD/MD: Tom Sleeker RONNY JORDAN "Closer" TONY GUERRERO "For"</p>	<p>WJZI/Milwaukee, WI PD: Fred Heller MD: Kathryn Vaughn GROVER WASHINGTON... "Soulful" TONY GUERRERO "For"</p>	<p>KKJZ/Portland, OR PD: Shaun Yu MD: Hal Murray KENNY G W/BABYFACE "Close" CHIELI MINUCCI "Anything" TONI BRAXTON "Heart" TONY GUERRERO "For" EXODUS QUARTET "Summer" KENNY BLAKE "Swing"</p>	<p>WJZW/Washington, DC PD/MD: Steve Kosbau No Adds</p>
<p>WGUF/Ft. Myers, FL PD: Michael Bode MD: Greg Hammonds JEFF LORBER "Katherine" WAYMAN TISDALE "Take" FATTBURGER "Everybody"</p>	<p>KQBR/Sacramento, CA PD: Lawrence Tanter MAXWELL "Suite" JAMES & WHALUM "Kickin" TIM CUNNINGHAM "This" MICHAEL PAULO "Nature"</p>	<p>51 Total Reporters 51 Current Reporters 47 Current Playlists</p> <p>Reported Frozen Playlist (3):</p> <p>KRZN/Albuquerque, NM KMJZ/Minneapolis, MN KKSJ/San Francisco, CA</p> <p>Did Not Report, Playlist Frozen (1):</p> <p>KHHH/Denver, CO</p>	

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NAC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL NAC REPORTERS ON R&R ONLINE

Smooth Jazz CD 101.9
MARKET #1
WDCB/New York
 (212) 210-2769
 Williams

PLAYS	SW	LW	TW	ARTIST/TITLE
12	10	13	14	HARVEY MASON/Take Five
-	-	-	-	PAUL TAYLOR/Exotica
-	-	-	-	NATALIE & NAT COLE/When I Fall In Love
-	-	-	-	GROVER WASHINGTON, Jr./Can You Stop...
14	6	12	13	TONI BRAXTON/Un-break My Heart
-	-	-	-	GROVER WASHINGTON, Jr./Soulful Strut
7	4	12	12	LUTHER VANDROSS/Your Secret Love
4	2	13	12	OLETA ADAMS/Life Keeps Moving On
11	13	15	12	DAVID SANBORN/Spooky
-	-	-	-	KENNY G/The Moment
-	-	-	-	CECE WINANS/Feels Like Heaven
12	11	11	11	PIECES OF A DREAM/The Cool Side
6	6	5	10	ANDY SNITZER/A River's Road
6	5	4	10	PHAREZ WHITTED/Grapevine
-	-	-	-	PONCHO SANTICED/Watermelon Man
-	-	-	-	ANDY SNITZER/East Oak Lane
8	7	4	9	CRAIG T. COOPER/When You Love...
8	8	9	9	NESTOR TORRES/Talk To Me
8	4	5	9	MISHA THROES/The Rain
-	-	-	-	JEFF LORBER/Katherine
-	-	-	-	NORMAN BROWN/Facts Of Love
4	4	4	8	KIM PENNYL/That's The Way...
-	-	-	-	KEIKO MATSU/Bridge Over...
10	11	10	8	NORMAN BROWN/Better Days Ahead
-	-	-	-	LARRY CORYELL/Big Fun
-	-	-	-	TIM CUNNINGHAM/This Is The Life
-	-	-	-	ANDY SNITZER/Remembrance
-	-	-	-	BRIAN CULBERTSON/After Hours
8	5	8	7	PAUL HARDCASTLE/Bird Island
-	-	-	-	BOBBY MCERRIN/Heaven's Design

THE WAVE 94.7 KTUV
MARKET #2
KTWW/Los Angeles
 (213) 466-9283
 Brodie/Stewart

PLAYS	SW	LW	TW	ARTIST/TITLE
11	12	12	12	HERBIE HANCOCK/Thieves In...
10	10	12	12	BLUE KNIGHTS/Missing You
12	14	12	12	COUNT BASIC/On The Move
9	11	10	11	HERB ALPERT/My Funny Valentine
11	12	10	11	JOE SAMPLE/Hippies On A Corner
10	12	11	11	BRIAN CULBERTSON/After Hours
11	12	11	11	JEFF LORBER/State Of Grace
-	-	-	-	KENNY G/The Moment
9	10	10	10	PETE ESCOVEDO/All This Love
10	10	10	10	BONEY JAMES/AIN'T No Sunshine
10	10	10	10	GEORGE JINDA/Just My Imagination
10	12	10	10	RICHARD ELLIOT/When The Lights...
7	11	10	10	DOUG CARMON/Rendezvous
-	-	-	-	GROVER WASHINGTON, Jr./Can You Stop...
10	11	8	9	TONI BRAXTON/How Could An...
10	8	7	9	DOC POWELL/Laid Back
8	9	9	9	CHUCK LOEB/The Music Inside
9	10	7	9	PETER WHITE/Caravan Of Dreams
9	10	9	9	LUTHER VANDROSS/Your Secret Love
9	10	8	9	RANDY CRAWFORD/All The King's...
-	-	-	-	KEIKO MATSU/Bridge Over...
8	7	9	8	JOE MCBRIDE/Highland Park
9	10	8	8	ERIC CLAPTON/Change The World
6	8	7	8	ANDY SNITZER/My Dream Come True
8	7	8	8	ART PORTER/Lake Shore Drive
8	8	9	8	PAUL HARDCASTLE/Bird Island
-	-	-	-	TINA TURNER/Somebody
-	-	-	-	DANNY JOSSA/Lights Of The City
-	-	-	-	TONI BRAXTON/Un-break My Heart
8	7	7	7	PAUL JACKSON JR./Da Boardwalk

WNUA 95.5
MARKET #3
WNUA/Chicago
 (312) 645-9550
 Hansen/Miller

PLAYS	SW	LW	TW	ARTIST/TITLE
12	18	14	15	GROVER WASHINGTON, Jr./Can You Stop...
4	17	18	15	KENNY G/The Moment
14	13	13	13	DAVID SANBORN/Spooky
11	17	15	13	NATALIE & NAT COLE/When I Fall In Love
8	9	11	13	TONI BRAXTON/How Could An...
10	11	11	11	LIONEL RICHIE/Ordinary Girl
9	11	11	12	EVERYTHING BUT.../The Heart Remains...
13	15	13	12	GEORGE BENSON/Holdin' On
9	10	11	11	VANESSA WILLIAMS/Where Do We Go...
9	10	11	11	PETER WHITE/Caravan Of Dreams
5	9	12	11	PETER WHITE/FBI/Just Another Day
10	10	13	11	LUTHER VANDROSS/Your Secret Love
9	10	11	11	ANDY SNITZER/My Dream Come True
10	9	11	11	JOE SAMPLE/Hippies On A Corner
11	9	9	11	ART PORTER/Lake Shore Drive
-	-	-	-	CHUCK LOEB/The Music Inside
9	9	11	11	EARL KLUGH/Sunset Island
10	10	10	11	BONEY JAMES/Without A Doubt
10	12	10	11	COUNT BASIC/On The Move
9	10	11	10	JOSEPH VINCELL/Friendly Advice
10	11	10	10	J MICHAEL VERTA/Time Line
10	11	9	10	TOM SCOTT/In Your Eyes
11	9	10	10	DOC POWELL/Let's Dance
9	10	10	10	DAVE KOZ/Let Me Count...
9	11	12	10	PAUL JACKSON JR./Da Boardwalk
11	8	10	10	WHITNEY HOUSTON/Why Does It Hurt...
11	8	10	10	PAUL HARDCASTLE/Bird Island
11	11	8	10	BILL EVANS/The Sunday After
9	10	10	10	ERIC CLAPTON/Change The World
10	12	10	10	DAVE CAMP/Torrid Rain

KBLX 102.9 FM
MARKET #4
KBLX/San Francisco
 Brown/Cadet

PLAYS	SW	LW	TW	ARTIST/TITLE
14	14	14	14	JEFF LORBER/Katherine
13	14	14	14	MAXWELL/Ascension (Don't...)
13	13	13	13	MARILYN SCOTT/I'm Calling You
10	-	-	-	RONNY JORDAN/Laid Back
12	12	13	13	LUTHER VANDROSS/Your Secret Love
9	9	10	12	GEORGE BENSON/That's Right
8	8	8	12	GEORGE BENSON/Johnnie Lee
11	12	12	12	PHAREZ WHITTED/A Different Kind...
13	12	12	12	DOC POWELL/Laid Back
8	11	12	12	DAVID SANBORN/Spooky
10	10	12	12	NORMAN BROWN/Better Days Ahead
8	8	8	11	ESOUZE/Sky View
11	11	11	11	KIM WATERS/The Story Of Love
10	10	10	10	JEFF LORBER/CPH (Pacific...)
-	-	-	-	KENNY G/The Moment
12	13	13	10	RICHARD ELLIOT/Unspoken Words
-	-	-	-	GROVER WASHINGTON, Jr./Soulful Strut
-	-	-	-	GROVER WASHINGTON, Jr./I Can Count...
9	9	9	9	SOLAR SYSTEM/Wes 4 Prez
8	9	9	9	CHIELI MINUCCI/Cause We've Ended...
8	8	8	9	CHUCK LOEB/The Music Inside
12	8	8	8	JOE MCBRIDE/After Sunset
5	7	7	8	HIROSHIMA/Koto Blues
5	5	5	7	PETER WHITE/Caravan Of Dreams
7	7	7	7	ANDY SNITZER/My Dream Come True
8	9	9	9	GEORGE BENSON/Holdin' On
-	-	-	-	WAYMAN TISDALE/Don't Take You...
-	-	-	-	WAYMAN TISDALE/Thinking Of You
11	12	12	6	BRYAN SAUSAGE/Cat Food
-	-	-	-	BEN TANKARD/You Will Know

WJZZ 106.1
MARKET #5
WJZZ/Philadelphia
 (610) 667-3939
 Gress/Tozzi

PLAYS	SW	LW	TW	ARTIST/TITLE
13	13	24	34	BONEY JAMES/Sara Smile
18	19	31	31	GROVER WASHINGTON, Jr./Can You Stop...
32	32	31	31	DAVID SANBORN/Spooky
4	4	4	30	KENNY G/The Moment
32	32	31	28	DAVE KOZ/Let Me Count...
29	29	31	27	RICHARD ELLIOT/City Speak
11	11	12	21	DOC POWELL/Laid Back
21	21	12	21	BRIAN CULBERTSON/After Hours
12	12	13	14	HERB ALPERT/Flamingo
9	9	11	13	LUTHER VANDROSS/Your Secret Love
13	13	11	13	KIM PENNYL/That's The Way Of...
14	14	13	13	CHIELI MINUCCI/Anything And...
31	31	13	13	PETER WHITE/Caravan Of Dreams
12	12	14	13	RIPPINGTONS/First Time I Saw Her
11	11	12	14	AARON NEVILLE/Can't Imagine
6	6	12	12	EARL KLUGH/Sunset Island
11	11	12	12	RICHARD ELLIOT/How Could An...
7	7	12	12	ANDY SNITZER/My Dream Come True
34	34	25	12	PAUL HARDCASTLE/Bird Island
13	13	11	12	VANESSA WILLIAMS/Erase
12	12	9	11	LIONEL RICHIE/Ordinary Girl
13	13	12	11	ART PORTER/Lake Shore Drive
13	13	11	11	GLORIA ESTEFAN/It's Not Giving...
13	14	11	10	TOM SCOTT/Only You
4	4	4	11	NATALIE & NAT COLE/When I Fall In Love
11	11	11	10	ERIC CLAPTON/Change The World
4	4	5	8	EXODUS QUARTET/Summer Soulstice
-	-	-	-	GEORGE BENSON/Holdin' On
7	7	7	7	HARVEY MASON/It's You
7	7	7	7	HARVEY MASON/It's You
6	6	10	7	DENNY JOSAL/Lights Of The City

V 98.7 FM
MARKET #6
WVMV/Detroit
 (810) 855-5100
 Steeker

PLAYS	SW	LW	TW	ARTIST/TITLE
22	24	23	24	DAVID SANBORN/Spooky
14	23	23	23	PETER WHITE/Caravan Of Dreams
5	22	23	23	KENNY G/The Moment
13	13	14	22	DOC POWELL/Laid Back
12	11	21	22	PAUL HARDCASTLE/Bird Island
23	23	23	21	HERB ALPERT/Flamingo
-	-	-	-	DAVE KOZ/Let Me Count...
-	-	-	-	GROVER WASHINGTON, Jr./Can You Stop...
6	12	13	13	CHUCK LOEB/The Music Inside
24	12	13	13	COUNT BASIC/On The Move
9	12	13	13	BILL EVANS/The Sunday After
13	12	13	13	BONEY JAMES/Sara Smile
12	11	12	13	HARVEY MASON/It's You
-	-	-	-	JOE MCBRIDE/After Sunset
13	12	12	12	RIPPINGTONS/First Time I Saw Her
-	-	-	-	BRIAN CULBERTSON/After Hours
11	13	11	11	ANDY SNITZER/My Dream Come True
8	10	11	11	GLORIA ESTEFAN/It's Not Giving...
12	12	11	11	RICHARD ELLIOT/City Speak
9	11	6	9	EVERYTHING BUT.../The Heart Remains...
10	9	8	9	NATALIE & NAT COLE/When I Fall In Love
-	-	-	-	TONI BRAXTON/Un-break My Heart
9	10	9	9	LIONEL RICHIE/Ordinary Girl
9	10	8	9	ERIC CLAPTON/Change The World
9	8	8	8	GEORGE BENSON/Holdin' On
9	8	8	8	VANESSA WILLIAMS/Erase
9	8	10	7	LUTHER VANDROSS/Your Secret Love
-	-	-	-	DENNY JOSAL/Lights Of The City
8	2	8	6	EARL KLUGH/Sunset Island

ASIS 107.5 FM
MARKET #7
KDAI/Dallas
 (214) 630-3011
 Fischer/Glaser

PLAYS	SW	LW	TW	ARTIST/TITLE
17	17	18	19	DAVID SANBORN/Spooky
6	15	19	18	DAVE KOZ/Let Me Count...
7	19	17	17	GROVER WASHINGTON, Jr./Can You Stop...
16	17	16	17	JEFF LORBER/State Of Grace
9	20	18	14	KENNY G/The Moment
7	7	10	10	ANDY SNITZER/My Dream Come True
7	9	9	10	HERB ALPERT/Flamingo
-	-	-	-	NEVILLE & ROBERTSON/Crazy Love
5	8	10	10	AVENUE BLUE/Conversation
16	10	9	9	PAUL HARDCASTLE/Bird Island
5	12	9	9	LUTHER VANDROSS/Your Secret Love
6	9	9	9	LUTHER VANDROSS/Your Secret Love
7	8	10	9	DOC POWELL/Let's Dance
8	7	8	10	DENNY JOSAL/Lights Of The City
8	7	9	9	CHUCK LOEB/The Music Inside
9	8	10	9	ART PORTER/Lake Shore Drive
7	9	7	9	RIPPINGTONS/First Time I Saw Her
9	8	9	9	EVERYTHING BUT.../The Heart Remains...
9	12	9	9	VANESSA WILLIAMS/Erase
9	11	9	9	LIONEL RICHIE/Paradise
6	7	9	9	CHRIS CAMOZZI/Ring Of Gold
7	7	8	8	DOC POWELL/Sunday Mornin'
7	7	8	8	THOM ROTELLA/Un'chou Worry
7	8	9	8	THOM ROTELLA/2k Talk Me
17	6	9	8	PETER WHITE/Caravan Of Dreams
6	8	9	8	RICHARD ELLIOT/When The Lights...
7	10	8	8	NATALIE & NAT COLE/When I Fall In Love
8	7	8	8	PAUL HARDCASTLE/Bird Island
7	12	8	8	WHITNEY HOUSTON/Why Does It Hurt
8	7	8	8	HARVEY MASON/It's You

WJZZ 105.9 FM
MARKET #8
WJZZ/Washington
 (703) 683-3000
 Kosbau

PLAYS	SW	LW	TW	ARTIST/TITLE
11	10	20	28	PAUL HARDCASTLE/Bird Island
4	28	28	28	KENNY G/The Moment
12	20	20	27	PETER WHITE/Caravan Of Dreams
27	27	28	27	DAVE KOZ/Let Me Count...
18	28	28	27	DAVID SANBORN/Spooky
11	12	19	19	DOC POWELL/Laid Back
29	28	28	17	HERB ALPERT/Flamingo
29	28	18	12	AVENUE BLUE/Naked City
20	10	11	12	NORMAN BROWN/Better Days Ahead
12	11	12	12	BRIAN CULBERTSON/After Hours
8	11	11	12	ANDY SNITZER/My Dream Come True
28	27	18	12	COUNT BASIC/On The Move
11	12	11	11	RICHARD ELLIOT/City Speak
11	11	10	11	CHUCK LOEB/The Music Inside
8	8	12	11	JOE MCBRIDE/After Sunset
12	12	11	11	BONEY JAMES/Sara Smile
10	12	12	10	RIPPINGTONS/First Time I Saw Her
5	12	11	10	JEFF LORBER/Katherine
7	8	9	9	LIONEL RICHIE/Ordinary Girl
8	8	8	9	LUTHER VANDROSS/Your Secret Love
7	8	8	7	EVERYTHING BUT.../The Heart Remains...
9	7	8	8	CHIELI MINUCCI/Anything And...
8	8	8	8	GEORGE BENSON/Holdin' On
8	8	8	8	VANESSA WILLIAMS/Erase
8	10	8	8	ERIC CLAPTON/Change The World
3	8	7	7	NATALIE & NAT COLE/When I Fall In Love
7	8	10	7	RANDY CRAWFORD/All The King's...
8	8	8	7	GLORIA ESTEFAN/It's Not Giving...

ASIS 99.5 FM
MARKET #10
WDAZ/Boston
 (617) 254-9267
 George

PLAYS	SW	LW	TW	ARTIST/TITLE
19	17	20	24	PETER WHITE/Caravan Of Dreams
16	18	21	24	DAVID SANBORN/Spooky
16	17	22	24	BONEY JAMES/Lights Down Low
2	17	21	24	KENNY G/The Moment
18	18	22	24	COUNT BASIC/On The Move
16	17	22	24	



CYNDEE MAXWELL

Streamlining Station Management: Could It Happen To You?

□ Corporate dealmakers share their views concerning consolidation of GMs & PDs

The odds of losing your job due to consolidation increase as you move up the radio station food chain. And while there will always be exceptions, a recent **Miller, Kaplan, Arase & Co.** survey of the top 150 markets reveals that in three-station clusters, the positions that are most frequently streamlined belong to the general manager and general sales manager.

Miller, Kaplan's **George Nadel Rivin** says of the study, "Virtually all two- and three-significant-station duopolies are going with one GM. It's so rare [to have more than one GM] that only 3% of the respondents to our salary survey had two GMs in place rather than one. This finding was true throughout all market sizes. The position we found most likely to be separate for each station was the PD."

Unique Individuals

However, **Evergreen Media** President/COO **Jim de Castro** says it works differently at his company. "We have totally separate GMs. We're not condensing that position in any case when we go to two, three, four, five, or nine radio stations. We believe in having unique individual GMs and PDs over each property, and when we add properties we don't condense and put two managers over one."

A lot of PDs had glass ceilings in the old paradigm. However, there is much greater opportunity for career expansion for talented individuals who are capable of climbing the ladder further in today's world.
—**David Field**

Evergreen is known to encourage station originality — "totally different radio stations competing with each other," adds de Castro. "Because each is programmed differently, each probably needs [its own GM and PD]. In most cases — even with similar genres such as Hot AC and mainstream AC, or Classic Rock and 'Modern Rock' — both have differ-

ent programming staffs. "The exception is a smaller mar-



Jim de Castro



Bob Callahan



Steve Goldstein



David Pearlman



Dan Mason

ket, such as how [**Secret Communications** President/CEO] **Bo Wood** has [**WDSY-AM & FM, WDVE-FM, WJJJ-FM & WXDX-FM/Pittsburgh OM**] **Gene Romano** over multiple stations. But you're not going to find that in the major markets. In any of the top 10 markets, each individual station has its own PD and GM."

On the other hand, **ABC** President/Radio **Bob Callahan** acknowledges that when it comes to the consolidation of GMs, "That's the route we're traveling — to have one market 'kahuna,' so long as they're driving people, product, and profits [and getting results]. The idea of having one head for a number of stations is certainly not unique to our industry, nor a novel approach."

Still, Callahan wishes to remain flexible. "I will not have a cookie-cutter organization chart. There are markets where we don't have one GM over both stations, as in Chicago and Washington, DC. It's not something we'll force in markets where it doesn't make sense or where the operation is already working very well."

PD Glass Ceilings

Entercom COO/CFO **David Field** remarked, "We have centralized authority with a market leader who becomes the point person. I think it's critically important to have a single leader to make certain all market-wide decisions are optimal. We also have a director/sales to similarly oversee our strategies in the sales arena."

"On the programming side, we see additional opportunities for our PDs. In Seattle for instance, we promoted both **Chris Mays** [at **KMTT**] and

Jay Kelley [at **KBSG**] to Station Managers, so they have actually seen their responsibilities expanded as a result of this consolidation."

Many programmers have desired to grow into the GM position, but few have been able to achieve that goal. **Field** says, "A lot of them had glass ceilings in the old paradigm. However, there is much greater op-

portunity for career expansion for talented individuals who are capable of climbing the ladder further in today's world."

Saga Communications is still feeling its way around this new world order. Exec. VP/Group PD **Steve Goldstein** quips, "I can tell you with surety that we don't know what we're doing yet. Hopefully, that will enable us to figure it out correctly. Each of our markets is different, and we're basing our decisions on a number of things — such as the strength of the management, the number of stations in the market, the unique competitive situation, the stations goals, and the market size."

"We have not found a single way that we're comfortable with, and I'm fairly sure that what we're doing today is not where we'll be a year from now. We haven't combined any PDs, except in a couple of our smaller markets where an FM PD is supervising an AM station. It's very market-specific, and I think that's the most intelligent way to begin."

'Super Manager'

In order to optimize the performance of each **SFX Broadcasting** station, President/CEO **Mike Ferrel** says, "[Regardless of how many stations we have in a market], we want individual radio stations that perform to their maximum. I like to refer to it as 'creative tension' between them, which I believe is maintained by having individual PDs who care exclusively about the success of that radio station. I want people who are going to fight for exclusive turf in the representation of one or two formats."

"In this business, we're missing the benefits of consolidation. Part



ELECTRIC HEAD — Rob Zombie (c) stopped by WRCX/Chicago to give afternoon driver Lou Brutus (r) this sculpture for the living room. Geffen's Billy Burrs looks on in envy.

of that benefit financially — when you have the right market mix and the right kind of 'super manager' who can handle the responsibility — is to consolidate under one GM. That being said, there certainly will be exceptions and some markets may end up with more than one GM.

"But for the majority, I do believe the GM positions are the ones that are going to be — and, in fact, have — consolidated. Individual radio stations need to be programmed in format and with the same level of skill that existed prior to consolidation. Perhaps now, with so many public companies always being measured by analysts and others, I don't think one can afford anything less than individual PDs per radio station."

Does Ferrel think programmers should be multi-formatic? "I look at a good PD as one who understands the formatics of radio. I don't mean to oversimplify it, but we can all get to the music through research. But a good PD is adept in multiple formats and — while he may have a primary skill in one format — understands good programming. Obviously music is a good portion of programming, but so much of it is determined by research that the call on it isn't as subjective as it once was."

Growing Pains

American Radio Systems COO **David Pearlman** knows that growing up is hard to do. "Our company size has tripled in size in one year, and you can't go through that kind of growth without going through growing pains and a lot of assessment of people and today's situations. But we're very bullish on the future of radio. You're going to end up with fewer operators in a market, but they will be financially stronger. Therefore, there's a real benefit to the consumer and the advertiser, and it ultimately makes [radio] a better place to work."

"From a management point of view, some very talented managers will now have bigger stages on which to exhibit their skills. We've gone, in many cases, to a market-leader kind of concept, which is really the equivalent of a group manager job of several years ago. Instead of jumping on a plane to cover your stations, you're hopping in a cab or walking down the hall."

"Programming options, I think,

are going to be more plentiful. You'll find less homogenized formats, whereas everybody — in one stage of life — was trying to be some form of AC and trying to be a 25-54 station. If you have a cluster of stations and are looking to expand the horizons of what you deliver overall to an advertiser, you can experiment and expand your demographic appeal. You might take a chance on a particular format or devote more resources to the development of an undeveloped property in a market to go with a strong one you may already have. We've spent more time and money developing stations than maybe we could have if we were stand-alone or with two stations."

Assist As Needed

The recent merger of powerhouse **CBS Radio** and **Infinity Broadcasting** and the subsequent lack of personnel changes speaks to the "if it ain't broke, don't fix it" theory. **CBS** President **Dan Mason** remarks, "The function of the PD is so specialized and unique that it's difficult to apply that function to group situations. We saw group PDs in the '70s and '80s before the level of competition was as intense as it is today."

GM positions are the ones that are going to be consolidated. Individual radio stations need to be programmed in format and with the same level of skill that existed prior to consolidation.
—**Mike Ferrel**

"Winning" takes the lead over the number of people involved in the programming process. If a station is winning, it doesn't need help from a group PD.

"I can't see a distinct benefit of a group PD today. I would rather invest in the best individual PDs and let them assist other stations within the company on an 'as needed' basis."

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	1	1	1	TONIC Open Up Your Eyes (Polydor/A&M)	1926	2081	2110	1964	74/0
2	2	2	2	ALICE IN CHAINS Over Now (Columbia)	1785	1934	2030	1995	69/0
10	6	5	3	METALLICA Hero Of The Day (Elektra/EEG)	1772	1645	1387	1115	69/1
4	4	4	4	RUSH Test For Echo (Atlantic)	1607	1740	1682	1641	60/0
11	9	8	5	SMASHING PUMPKINS Muzzle (Virgin)	1526	1368	1200	1063	74/4
1	3	3	6	SOUNDGARDEN Burden In My Hand (A&M)	1491	1751	2012	2234	65/0
6	7	6	7	STABBING WESTWARD Shame (Columbia)	1437	1480	1385	1380	66/0
15	11	11	8	SOCIAL DISTORTION I Was Wrong (550 Music)	1259	1190	1054	921	71/2
BREAKER			9	COUNTING CROWS Angels Of The Silences (DGC/Geffen)	1234	512	—	—	68/3
BREAKER			10	VAN HALEN Me Wise Magic (Warner Bros.)	1218	—	—	—	64/64
5	5	7	11	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)	1209	1411	1440	1447	56/0
30	10	10	12	NIRVANA Aneurysm (DGC/Geffen)	1201	1250	1175	617	74/1
9	8	9	13	311 Down (Capricorn/Mercury)	1163	1266	1239	1189	65/0
22	14	12	14	PEARL JAM Hail, Hail (Epic)	1162	1099	918	711	68/6
17	16	13	15	LOCAL H Bound For The Floor (Island)	1090	1030	901	820	67/2
34	19	14	16	BLACK CROWES Blackberry (American/Reprise)	1058	963	803	541	57/2
25	17	15	17	TOOL Stinkfist (Zoo)	1016	934	852	677	71/2
29	23	19	18	CHALK FARM Lie On Lie (Columbia)	934	821	745	622	57/1
39	29	21	19	DISHWALLA Charlie Brown's Parents (A&M)	896	751	590	454	61/5
19	18	17	20	EXPANDING MAN Download (I Will) (Qdivision/Columbia)	870	891	832	770	58/4
16	15	16	21	VERVE PIPE Cup Of Tea (RCA)	806	913	908	873	51/0
28	21	20	22	ZZ TOP What's Up With That (RCA)	799	788	766	642	40/1
BREAKER			23	R.E.M. Bittersweet Me (Warner Bros.)	762	502	307	173	47/6
7	12	18	24	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)	750	847	985	1228	47/0
BREAKER			25	MATCHBOX 20 Long Day (Lava/Atlantic)	715	569	225	7	54/3
BREAKER			26	SOUNDGARDEN Blow Up The Outside World (A&M)	697	433	165	126	58/21
—	35	23	27	MARILYN MANSON The Beautiful... (Nothing/Interscope)	686	642	486	319	60/3
BREAKER			28	SUBLIME What I Got (Gasoline Alley/MCA)	672	539	395	309	41/5
37	34	26	29	EELS Novocaine For The Soul (DreamWorks/Geffen)	576	567	515	485	35/4
—	48	37	30	PHISH Free (Elektra/EEG)	549	462	335	130	39/5
—	—	48	31	TOM PETTY & THE HEARTBREAKERS Climb That Hill (Warner Bros.)	540	354	179	161	36/1
—	44	34	32	CRACKER Sweet Thistle Pie (Virgin)	538	501	391	292	41/3
27	27	24	33	FILTER Jurassitol (Hollywood)	520	610	618	663	39/1
42	39	35	34	LIFTER Headshot (Interscope)	518	494	473	403	45/0
21	26	27	35	METALLICA Until It Sleeps (Elektra/EEG)	506	557	648	712	41/0
8	13	22	36	SCREAMING TREES All I Know (Epic)	494	751	962	1190	29/0
DEBUT			37	DARLAHOOD Grow Your Own (Reprise)	468	242	101	73	42/4
36	33	30	38	REFRESHMENTS Down Together (Mercury)	449	522	516	492	31/0
DEBUT			39	SPONGE Have You Seen Mary (Columbia)	422	331	191	77	34/5
DEBUT			40	STIR Looking For (Capitol)	416	328	165	19	46/8
44	45	41	41	SHERYL CROW If It Makes You Happy (A&M)	407	416	373	392	22/1
—	—	47	42	HUNGER Undone (Universal)	390	370	288	279	30/2
13	24	29	43	SEVEN MARY THREE My My (Mammoth/Atlantic)	361	537	739	923	21/0
35	38	40	44	BUTTHOLE SURFERS Pepper (Capitol)	360	422	474	529	31/0
23	31	44	45	METALLICA Ain't My Bitch (Elektra/EEG)	360	393	560	709	22/0
DEBUT			46	STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	344	149	68	89	49/33
DEBUT			47	MIDNIGHT OIL Underwater (Work)	339	232	61	5	26/2
33	36	45	48	PEARL JAM Red Mosquito (Epic)	317	390	479	566	20/0
12	20	36	49	I MOTHER EARTH One More Astronaut (Capitol)	301	484	780	1005	22/1
40	42	50	50	POE Angry Johnny (Modern/Atlantic)	301	334	440	433	16/1

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 76 Active Rock reporters. 76 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

NEW & ACTIVE

CAKE The Distance (Capricorn/Mercury)
Total Plays: 275, Total Stations: 27, Adds: 4

JOURNEY Message Of Love (Columbia)
Total Plays: 247, Total Stations: 12, Adds: 0

FUN LOVIN' CRIMINALS Scooby Snacks (EMI)
Total Plays: 225, Total Stations: 21, Adds: 1

HEADS Damage I've Done (Radioactive/MCA)
Total Plays: 225, Total Stations: 16, Adds: 0

WHY STORE Father (Way Cool Music/MCA)
Total Plays: 211, Total Stations: 21, Adds: 2

KORN No Place To Hide (Immortal/Epic)
Total Plays: 208, Total Stations: 29, Adds: 6

BADLEES Gwendolyn (Once Upon A Time) (Polydor/A&M)
Total Plays: 176, Total Stations: 16, Adds: 0

ORANGE 9MM Failure (Atlantic)
Total Plays: 176, Total Stations: 24, Adds: 2

REPUBLICA Ready To Go (RCA)
Total Plays: 168, Total Stations: 9, Adds: 1

D GENERATION No Way Out (Columbia)
Total Plays: 159, Total Stations: 26, Adds: 8

Songs ranked by total plays.

BREAKERS

COUNTING CROWS

Angels Of The Silences (DGC/Geffen)
TOTAL PLAYS/INCREASE: 1234/722
TOTAL STATIONS/ADDS: 68/3
CHART: 9

VAN HALEN

Me Wise Magic (Warner Bros.)
TOTAL PLAYS/INCREASE: 1218/1218
TOTAL STATIONS/ADDS: 64/64
CHART: 10

R.E.M.

Bittersweet Me (Warner Bros.)
TOTAL PLAYS/INCREASE: 762/260
TOTAL STATIONS/ADDS: 47/6
CHART: 23

MATCHBOX 20

Long Day (Lava/Atlantic)
TOTAL PLAYS/INCREASE: 715/146
TOTAL STATIONS/ADDS: 54/3
CHART: 25

SOUNDGARDEN

Blow Up The Outside World (A&M)
TOTAL PLAYS/INCREASE: 697/264
TOTAL STATIONS/ADDS: 58/21
CHART: 26

SUBLIME

What I Got (Gasoline Alley/MCA)
TOTAL PLAYS/INCREASE: 672/133
TOTAL STATIONS/ADDS: 41/5
CHART: 28

THE BLACK CROWES BLACKBERRY

ROCK

8



ACTIVE
ROCK

16

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
VAN HALEN Me Wise Magic (Warner Bros.)	64
CORROSION OF CONFORMITY Drowning... (Columbia)	34
STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	33
SOUNDGARDEN Blow Up The Outside World (A&M)	21
D GENERATION No Way Out (Columbia)	8
STIR Looking For (Capitol)	8
FRAMES DC Monument (Elektra/EEG)	7
FAILURE Stuck On You (Slash/WB)	6
KORN No Place To Hide (Immortal/Epic)	6
PEARL JAM Hail, Hail (Epic)	6
R.E.M. Bittersweet Me (Warner Bros.)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
VAN HALEN Me Wise Magic (Warner Bros.)	+1218
COUNTING CROWS Angels... (DGC/Geffen)	+722
SOUNDGARDEN Blow Up The... (A&M)	+264
R.E.M. Bittersweet Me (Warner Bros.)	+260
DARLAHOOD Grow Your Own (Reprise)	+226
STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	+195
TOM PETTY & THE HEARTBREAKERS Climb... (Warner Bros.)	+186
SMASHING PUMPKINS Muzzle (Virgin)	+158
MATCHBOX 20 Long Day (Lava/Atlantic)	+146
DISHWALLA Charlie Brown's Parents (A&M)	+145

Breakers: Songs registering 600 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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ACTIVE ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

MARKET #2
KLOS 95.5
KLOS/Los Angeles
(310) 840-4836
Curelop/Wilde

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	26	29	COUNTING CROWS/Angels Of
15	21	19	29	29	METALLICA/Hero Of The Day
18	21	19	28	28	BETTER THAN EZRA/King Of New Orleans
24	29	25	26	26	RUSH/Test For Echo
-	-	-	23	23	VAN HALEN/Me Wise Magic
18	22	18	22	22	SUBLIME/What I Got
19	18	20	20	20	STONE TEMPLE PILOTS/Lady Picture Show
15	21	18	20	20	PEARL JAM/Smile
10	10	7	19	19	SOCIAL DISTORTION!/Was Wrong
19	27	28	17	17	WALLFLOWERS/6th Avenue Heartache
23	31	25	16	16	SOUNDGARDEN/Burden In My Hand
18	17	12	16	16	BLACK CROWES/Blackberry
5	9	8	16	16	SMASHING PUMPKINS/Muzzle
12	17	14	15	15	TOM PETTY & HB/Climb That Hill
12	17	13	15	15	CHALK FARM/Lie On Lie
12	16	13	15	15	ZZ TOP/What's Up With That
5	16	16	14	14	MIDNIGHT DIL/Underwater
22	10	10	14	14	SMASHING PUMPKINS/1979
12	13	13	13	13	GREEN DAY/Walking...
-	-	-	11	11	PHISH/Free
-	-	-	13	13	MATCHBOX 20/Long Day
6	13	10	12	12	JARS OF CLAY/Flood
9	9	9	12	12	STONE TEMPLE PILOTS/Trippin' On A Hole...
11	16	12	12	12	NIRVANA/Aneurysm
-	-	-	11	11	R.E.M./Bittersweet Me
6	8	12	10	10	DISHWALLA/Counting Blue Cars
9	12	11	10	10	TONIC/Open Up Your Eyes
10	9	8	10	10	ERIC JOHNSON/Pavilion
9	9	12	9	9	ALICE IN CHAINS/Again
-	-	-	9	9	LOCAL H/Bound For The Floor

MARKET #3
WRCX/Chicago
(312) 861-8100
Richards/Robinson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	36	36	VAN HALEN/Me Wise Magic
41	26	31	35	35	STABBING WESTWARD/Shame
18	13	31	34	34	SMASHING PUMPKINS/Muzzle
41	41	33	32	32	SOUNDGARDEN/Burden In My Hand
40	37	33	32	32	METALLICA/Ain't My Bitch
42	41	35	29	29	RUSH/Test For Echo
17	32	34	26	26	SEVEN MARY THREE/My My
15	13	17	19	19	GRAVITY KILLS/Guilty
20	17	18	18	18	LOCAL H/Bound For The Floor
14	15	13	16	16	SOUNDGARDEN/Blow Up...
14	11	10	16	16	METALLICA/Hero Of The Day
13	16	14	10	10	EVERCLEAR/Santa Monica...
16	15	14	15	15	REACHAROUND/Big Chair
-	-	-	10	10	MARILYN MANSON/The Beautiful People
-	-	-	10	10	COUNTING CROWS/Angels Of...
13	13	12	14	14	ZZ TOP/What's Up With That
40	20	14	14	14	HUNGER/Vanishing Cream
12	12	12	14	14	STONE TEMPLE PILOTS/Trippin' On A Hole...
12	14	14	14	14	GREEN DAY/Brain Stew
12	30	14	14	14	ALICE IN CHAINS/Again
12	11	10	14	14	SMASHING PUMPKINS/Zero
16	15	15	13	13	CRACKER/Sweet Thistle Pie
16	15	12	13	13	TONIC/Open Up Your Eyes
13	12	13	13	13	SEVEN MARY THREE/Water's Edge
7	12	9	13	13	STABBING WESTWARD/What Do I Have To...
-	-	-	13	13	RUSH/Driven
-	-	-	12	12	R.E.M./Bittersweet Me
8	8	12	12	12	SOCIAL DISTORTION!/Was Wrong
13	10	11	11	11	EXPANDING MAN/Download (I Will)
10	9	9	11	11	ALICE IN CHAINS/Again

MARKET #5
WYSP/Philadelphia
(610) 668-9460
Sabean/Thompson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE		
-	-	-	32	32	31	33	STONE TEMPLE PILOTS/Trippin' On A Hole...
25	30	31	31	31	SOUNDGARDEN/Burden In My Hand		
31	32	30	30	30	METALLICA/Until It Sleeps		
25	24	25	25	25	ZZ TOP/What's Up With That		
25	24	25	25	25	SEVEN MARY THREE/My My		
22	23	24	24	24	STABBING WESTWARD/Shame		
-	-	-	16	16	25	23	EXPANDING MAN/Download (I Will)
-	-	-	16	16	25	23	BLACK CROWES/Blackberry
22	23	24	22	22	PEARL JAM/Hail, Hail		
22	24	27	22	22	TONIC/Open Up Your Eyes		
-	-	-	15	15	22	22	COUNTING CROWS/Angels Of...
19	21	18	20	20	METALLICA/Hero Of The Day		
-	-	-	15	15	20	20	SOUNDGARDEN/Blow Up...
-	-	-	18	18	18	18	VAN HALEN/Me Wise Magic
23	24	24	24	24	ALICE IN CHAINS/Over Now		
24	22	20	15	15	RUSH/Test For Echo		
17	22	17	14	14	SOUNDGARDEN/Pretty Noose		
3	3	11	11	11	HUNGER/Vanishing Cream		
12	11	9	11	11	ALICE IN CHAINS/Again		
13	15	12	11	11	SMASHING PUMPKINS/1979		
11	10	11	11	11	ALICE IN CHAINS/Heaven Beside You		
12	14	13	11	11	GREEN DAY/Brain Stew		
13	13	11	11	11	COLLECTIVE SOUL/December		
11	10	10	11	11	SMASHING PUMPKINS/Bullet With...		
-	-	-	3	3	9	9	SPONGE/Have You Seen Mary
8	6	7	9	9	LOCAL H/Bound For The Floor		
6	9	9	9	9	CRACKER/Sweet Thistle Pie		
10	7	11	9	9	BUSH/Glycerine		
9	12	9	9	9	BUSH/Machinehead		
4	9	9	9	9	STONE TEMPLE PILOTS/Big Bang Baby		

MARKET #6
102.7 WDRZ
DETROIT'S ONLY REAL ROCK STATION
WDRZ/Detroit
(810) 589-7900
Bevilacqua

PLAYS	3W	2W	LW	TW	ARTIST/TITLE	
-	-	-	41	41	VAN HALEN/Me Wise Magic	
23	28	28	31	31	METALLICA/Hero Of The Day	
18	30	30	30	30	STABBING WESTWARD/Shame	
30	30	28	29	29	SOUNDGARDEN/Burden In My Hand	
30	30	28	29	29	RUSH/Test For Echo	
30	32	28	28	28	TOOL/Stinkist	
12	12	26	26	26	PEARL JAM/Hail, Hail	
18	19	22	26	26	LOCAL H/Bound For The Floor	
28	28	25	25	25	ALICE IN CHAINS/Over Now	
30	27	30	23	23	METALLICA/Ain't My Bitch	
15	15	15	19	19	SOCIAL DISTORTION!/Was Wrong	
23	16	18	18	18	TONIC/Open Up Your Eyes	
19	16	18	18	18	311/Down	
16	14	16	18	18	ZAKK WYLD/De Sold My Soul	
16	16	16	18	18	SMASHING PUMPKINS/Muzzle	
20	15	16	16	16	HUNGER/Vanishing Cream	
8	15	15	16	16	SPONGE/Have You Seen Mary	
-	-	-	12	12	16	DARLAHOOD/Grow Your Own
-	-	-	11	11	16	STEVE VAI/Little Alligator
13	15	15	14	14	NIXONS/Sister	
16	14	15	13	13	SEVEN MARY THREE/My My	
9	12	15	13	13	KORN/No Place To Hide	
13	14	14	13	13	MARILYN MANSON/The Beautiful People	
15	14	14	13	13	HUNGER/Undone	
14	13	13	13	13	REFRESHMENTS/Down Together	
10	10	13	13	13	EXPANDING MAN/Download (I Will)	
12	12	12	12	12	BETTER THAN EZRA/King Of New Orleans	
-	-	-	12	12	12	COUNTING CROWS/Angels Of...
8	9	11	11	11	NIRVANA/Aneurysm	
-	-	-	4	4	11	GRAVITY KILLS/Enough

MARKET #8
101 WRIF
WRIF/Detroit
(810) 547-0101
Podell/Wellington

PLAYS	3W	2W	LW	TW	ARTIST/TITLE	
27	30	27	27	27	METALLICA/Ain't My Bitch	
34	33	36	26	26	RUSH/Test For Echo	
22	24	23	26	26	EXPANDING MAN/Download (I Will)	
34	32	33	25	25	HUNGER/Vanishing Cream	
-	-	-	24	24	VAN HALEN/Me Wise Magic	
30	34	31	24	24	SOUNDGARDEN/Burden In My Hand	
25	25	21	24	24	STABBING WESTWARD/Shame	
20	17	14	24	24	ALICE IN CHAINS/Over Now	
20	23	23	21	21	BLACK CROWES/Blackberry	
18	22	23	21	21	METALLICA/Hero Of The Day	
13	17	21	20	20	STONE TEMPLE PILOTS/Lady Picture Show	
-	-	-	15	15	20	TOOL/Stinkist
14	13	16	16	16	PEARL JAM/Hail, Hail	
-	-	-	15	15	16	SOUNDGARDEN/Blow Up...
4	8	10	15	15	FILTER/Jurassitol	
10	9	13	14	14	SOCIAL DISTORTION!/Was Wrong	
6	10	13	13	13	TOM PETTY & HB/Climb That Hill	
8	8	13	13	13	NEUROTIC OUTSIDERS/Jerk	
6	8	11	13	13	I MOTHER EARTH/One More Astronaut	
7	9	10	13	13	MARILYN MANSON/The Beautiful People	
15	16	12	12	12	ZZ TOP/What's Up With That	
9	9	13	12	12	CRACKER/Sweet Thistle Pie	
9	13	12	12	12	TYPE O NEGATIVE/My Girlfriend's...	
7	8	10	11	11	NIRVANA/Undone	
23	20	15	9	9	TONIC/Open Up Your Eyes	
5	4	6	9	9	CORNY STEVENS/Cane Top Long	
-	-	-	14	14	9	ALICE IN CHAINS/Again

MARKET #7
97.1 PURE ROCK
KEGL/Dallas
(214) 869-9700
Doherty/Scull

PLAYS	3W	2W	LW	TW	ARTIST/TITLE		
35	29	36	36	36	ALICE IN CHAINS/Over Now		
16	25	34	35	35	METALLICA/Hero Of The Day		
35	37	34	35	35	TONIC/Open Up Your Eyes		
37	29	35	35	35	RUSH/Test For Echo		
23	24	24	34	34	SOCIAL DISTORTION!/Was Wrong		
38	30	37	32	32	SOUNDGARDEN/Burden In My Hand		
25	21	24	27	27	BETTER THAN EZRA/King Of New Orleans		
25	23	24	24	24	STABBING WESTWARD/Shame		
19	21	27	23	23	PEARL JAM/Red Mosquito		
-	-	-	23	23	VAN HALEN/Me Wise Magic		
23	24	24	23	23	SMASHING PUMPKINS/Muzzle		
38	29	28	22	22	BLACK CROWES/Blackberry		
-	-	-	16	16	21	MATCHBOX 20/Long Day	
18	19	19	21	21	ERIC JOHNSON/Pavilion		
-	-	-	16	16	18	HUNGER/Undone	
14	10	17	17	17	TYPE O NEGATIVE/My Girlfriend's...		
19	18	18	17	17	ZZ TOP/What's Up With That		
-	-	-	5	5	16	17	ORANGE 9MM/Failure
18	16	17	15	15	EXPANDING MAN/Download (I Will)		
13	10	13	15	15	MARILYN MANSON/The Beautiful People		
-	-	-	18	18	15	14	NIRVANA/Aneurysm
10	11	19	14	14	TOOL/Stinkist		
-	-	-	14	14	14	14	COWBOY MOUTH/Jenny Says
18	16	14	14	14	LIFTER/Headshot		
-	-	-	12	12	13	13	CHALK FARM/Lie On Lie
17	15	13	12	12	COUNTING CROWS/Angels Of...		
-	-	-	9	9	12	12	D GENERATION/No Way Out
-	-	-	8	8	12	12	DEFONES/7 Words
-	-	-	8	8	8	8	JOURNEY/Message Of Love
-	-	-	8	8	8	8	SOUNDGARDEN/Blow Up...

MARKET #7
Q102
KTXQ/Dallas
(214) 528-5500
Lockridge/Redbeard

PLAYS	3W	2W	LW	TW	ARTIST/TITLE		
13	19	16	41	41	R.E.M./Bittersweet Me		
31	31	39	40	40	SOCIAL DISTORTION!/Was Wrong		
44	45	41	40	40	SMASHING PUMPKINS/Muzzle		
43	45	38	40	40	RUSH/Test For Echo		
29	28	40	39	39	EELS/Novocaine For...		
15	13	15	39	39	ERIC JOHNSON/Pavilion		
-	-	-	8	8	39	39	COUNTING CROWS/Angels Of...
44	44	41	38	38	ALICE IN CHAINS/Over Now		
6	20	16	30	30	TOOL/Stinkist		
17	36	30	30	30	PEARL JAM/Hail, Hail		
18	30	29	27	27	PEARL JAM/Red Mosquito		
30	30	29	24	24	STABBING WESTWARD/Shame		
13	15	24	24	24	COWBOY MOUTH/Jenny Says		
-	-	-	23	23	VAN HALEN/Me Wise Magic		
28	26	25	23	23	METALLICA/Ain't My Bitch		
29	28	21	22	22	METALLICA/Hero Of The Day		
-	-	-	12	12	22	22	HEADS/Damage I've Done
5	10	10	22	22	NIRVANA/Aneurysm		
14	14	14	20	20	REPUBLIC/Ready To Go		
14	14	16	19	19	EXPANDING MAN/Download (I Will)		
14	14	14	18	18	TOM PETTY & HB/Climb That Hill		
13	12	16	18	18	TRACY BONHAM/The One		
2	9	9	18	18	ZZ TOP/What's Up With That		
-	-	-	18	18	18	18	CHALK FARM/Lie On Lie
-	-	-	18	18	18	18	MATCHBOX 20/Long Day
-	-	-	17	17	17	17	COURSE OF EMPIRE/Ne Maps
30	43	39	16	16	TONIC/Open Up Your Eyes		
9	9	8	13	13	JACKPOT/Perce River		
8	8	8	8	8	STONE TEMPLE PILOTS/Trippin' On A Hole...		
7	7	6	8	8	HUNGER/Vanishing Cream		

MARKET #10
107.3 FM
WAAF/Boston
(617) 236-1073
Douglas/Osterlind

PLAYS	3W	2W	LW	TW	ARTIST/TITLE		
39	40	41	39	39	311/Down		
-	-	-	8	8	34	39	SOUNDGARDEN/Blow Up...
39	39	39	39	39	STABBING WESTWARD/Shame		
5	35	37	38	38	METALLICA/Hero Of The Day		

Stations and their adds listed alphabetically by market

ACTIVE ROCK

Table listing radio stations and their active rock programming under the 'ACTIVE ROCK' section. Columns include station call letters, market, and a list of songs and artists.

ROCK

Table listing radio stations and their rock programming under the 'ROCK' section. Columns include station call letters, market, and a list of songs and artists.



ROCK TOP 50

OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	RUSH Test For Echo (Atlantic) 1867 1891 1850 1901 84/0					
4	2	2	2	ZZ TOP What's Up With That (RCA) 1797 1773 1760 1609 82/0					
6	6	4	3	TONIC Open Up Your Eyes (Polydor/A&M) 1519 1483 1430 1340 79/1					
3	3	3	4	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury) 1422 1517 1633 1642 69/0					
BREAKER			5	VAN HALEN Me Wise Magic (Warner Bros.) 1306 — — — 83/83					
5	5	5	6	SOUNDGARDEN Burden In My Hand (A&M) 1279 1330 1456 1531 70/1					
18	9	8	7	METALLICA Hero Of The Day (Elektra/EEG) 1183 1081 864 672 76/0					
27	15	9	8	BLACK CROWES Blackberry (American/Reprise) 1147 1002 764 470 75/4					
7	7	6	9	ALICE IN CHAINS Over Now (Columbia) 1143 1241 1246 1242 64/0					
—	24	11	10	JOURNEY Message Of Love (Columbia) 1111 930 501 — 65/2					
BREAKER			11	COUNTING CROWS Angels Of The Silences (DGC/Geffen) 1016 398 — — 79/5					
17	12	12	12	CHALK FARM Lie On Lie (Columbia) 961 916 825 683 75/1					
—	36	20	13	R.E.M. Bittersweet Me (Warner Bros.) 937 628 337 169 71/9					
—	39	16	14	TOM PETTY & THE HEARTBREAKERS Climb That Hill (Warner Bros.) 926 643 297 130 66/3					
10	8	10	15	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG) 899 988 997 969 64/0					
31	27	15	16	PEARL JAM Hail, Hail (Epic) 795 656 479 383 62/1					
9	11	13	17	WALLFLOWERS 6th Avenue Heartache (Interscope) 736 739 833 978 51/0					
2	4	7	18	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.) 718 1102 1554 1761 53/0					
22	21	18	19	STORYVILLE Good Day For The Blues (Code Blue/Antonic) 638 640 600 571 51/4					
12	13	14	20	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic) 626 723 807 860 50/0					
21	19	21	21	SHERYL CROW If It Makes You Happy (A&M) 622 615 628 582 35/1					
47	28	25	22	NIRVANA Aneurysm (DGC/Geffen) 573 543 461 223 56/0					
19	18	19	23	ERIC JOHNSON Pavilion (Capitol) 548 639 677 670 49/0					
20	20	22	24	DISHWALLA Counting Blue Cars (A&M) 542 573 627 638 54/0					
BREAKER			25	PHISH Free (Elektra/EEG) 523 407 295 135 52/8					
8	10	17	26	BLACK CROWES Good Friday (American/Reprise) 511 640 836 1052 46/0					
13	17	24	27	METALLICA Until It Sleeps (Elektra/EEG) 492 552 729 854 49/0					
30	30	27	28	COREY STEVENS Blue Drops Of Rain (Eureka/Discovery) 442 466 434 415 36/2					
—	—	46	29	MATCHBOX 20 Long Day (Lava/Antonic) 435 245 118 18 49/5					
45	41	36	30	SMASHING PUMPKINS Muzzle (Virgin) 429 365 288 230 35/3					
14	16	23	31	SCREAMING TREES All I Know (Epic) 399 565 755 825 30/0					
37	35	33	32	EXPANDING MAN Download (I Will) (Qdvision/Columbia) 396 388 346 295 47/0					
42	42	40	33	WHY STORE Father (Way Cool Music/MCA) 380 315 279 236 42/2					
32	34	34	34	STABBING WESTWARD Shame (Columbia) 378 374 363 355 37/0					
—	—	41	35	DISHWALLA Charlie Brown's Parents (A&M) 359 301 219 124 37/5					
—	47	43	36	SOCIAL DISTORTION I Was Wrong (550 Music) 343 284 259 194 34/2					
26	26	29	37	DEEP PURPLE Vavoom: Ted The Mechanic (CMC International) 323 410 482 478 28/0					
24	29	37	38	SMASHING PUMPKINS Tonight, Tonight (Virgin) 311 364 441 503 33/0					
15	22	28	39	DAVE MATTHEWS BAND So Much To Say (RCA) 298 411 565 772 28/0					
—	—	48	40	TOOL Stinkfist (Zoo) 275 230 196 124 39/4					
34	37	42	41	VERVE PIPE Cup Of Tea (RCA) 270 285 315 312 33/1					
25	32	39	42	WHY STORE Lack Of Water (Way Cool Music/MCA) 264 322 387 493 27/0					
DEBUT			43	SPONGE Have You Seen Mary (Columbia) 259 183 100 9 34/13					
29	31	32	44	PEARL JAM Red Mosquito (Epic) 255 392 413 417 19/0					
DEBUT			45	BAD COMPANY One On One (EastWest/EEG) 252 74 24 14 27/8					
16	23	35	46	PEARL JAM Who You Are (Epic) 249 369 557 754 27/0					
23	25	38	47	BLUES TRAVELER But Anyway (A&M) 243 353 483 527 24/0					
41	43	45	48	HUNGER Vanishing Cream (Universal) 237 265 267 256 16/0					
11	14	26	49	R.E.M. E-Bow The Letter (Warner Bros.) 234 513 774 952 18/0					
28	33	44	50	SEVEN MARY THREE My My (Mammoth/Antonic) 213 280 372 448 19/0					

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 87 Rock reporters. 85 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

NEW & ACTIVE

CRACKER Sweet Thistle Pie (Virgin) Total Plays: 205, Total Stations: 23, Adds: 3	JOHN MELLENCAMP Just Another Day (Mercury) Total Plays: 148, Total Stations: 13, Adds: 1
STIR Looking For (Capitol) Total Plays: 194, Total Stations: 33, Adds: 6	METALLICA King Nothing (Elektra/EEG) Total Plays: 131, Total Stations: 6, Adds: 0
BADLEES Gwendolyn (Once Upon A Time) (Polydor/A&M) Total Plays: 193, Total Stations: 19, Adds: 1	STONE TEMPLE PILOTS Lady Picture Show (Atlantic) Total Plays: 129, Total Stations: 37, Adds: 24
SOUNDGARDEN Blow Up The Outside World (A&M) Total Plays: 190, Total Stations: 27, Adds: 13	LOCAL H Bound For The Floor (Island) Total Plays: 128, Total Stations: 16, Adds: 1
KINKS To The Bone (Guardian) Total Plays: 152, Total Stations: 14, Adds: 0	
DARLAHOOD Grow Your Own (Reprise) Total Plays: 150, Total Stations: 25, Adds: 4	

Songs ranked by total plays.

BREAKERS®

VAN HALEN Me Wise Magic (Warner Bros.)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	5
1306/1306	83/83	

COUNTING CROWS Angels Of The Silences (DGC/Geffen)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	11
1016/618	79/5	

PHISH Free (Elektra/EEG)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	25
523/116	52/8	

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
VAN HALEN Me Wise Magic (Warner Bros.)	83
STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	24
SOUNDGARDEN Blow Up The Outside World (A&M)	13
SPONGE Have You Seen Mary (Columbia)	13
R.E.M. Bittersweet Me (Warner Bros.)	9
BAD COMPANY One On One (EastWest/EEG)	8
PHISH Free (Elektra/EEG)	8
STIR Looking For (Capitol)	6
COUNTING CROWS Angels Of The Silences (DGC/Geffen)	5
DISHWALLA Charlie Brown's Parents (A&M)	5
MATCHBOX 20 Long Day (Lava/Antonic)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
VAN HALEN Me Wise Magic (Warner Bros.)	+1306
COUNTING CROWS Angels Of The Silences (DGC/Geffen)	+618
R.E.M. Bittersweet Me (Warner Bros.)	+309
TOM PETTY & THE HEARTBREAKERS Climb... (Warner Bros.)	+283
MATCHBOX 20 Long Day (Lava/Antonic)	+190
JOURNEY Message Of Love (Columbia)	+181
BAD COMPANY One On One (EastWest/EEG)	+178
BLACK CROWES Blackberry (American/Reprise)	+145
PEARL JAM Hail, Hail (Epic)	+139
HOOTIE & THE BLOWFISH Be The One (Atlantic)	+117

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
EVERCLEAR Santa Monica (Watch The World Die) (Capitol)
BUSH Machinehead (Trauma/Interscope)
SPACEHOG In The Meantime (HiFi/Sire/EEG)
SOUNDGARDEN Pretty Noose (A&M)
COLLECTIVE SOUL Where The River Flows (Atlantic)
SEVEN MARY THREE Cumbrous (Mammoth/Antonic)
COLLECTIVE SOUL The World I Know (Atlantic)
ALICE IN CHAINS Heaven Beside You (Columbia)
REFRESHMENTS Banditos (Mercury)
HAZIES Skin & Bones (EMI)

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

OVER 60 ROCK AND AA STATIONS INCLUDING:

ROCK NEW & ACTIVE

KMOD	WEZX	WPLR
WAPL	WKLC	WKGB
WQCM	KKEG	KZOZ
WKLT	KBOY	KQDS
WIZN	WKHY	

ADULT ALTERNATIVE

KSCA	WXRT	WXRV
KMTT	WMMO	WRLT
KRSH	KTHX	KOTR
WNCS	KTMN	KBXR



Kinks To The Bone

Double-CD set.

Plus 27 new recordings of timeless Kinks songs.
Street date: October 15th.
On GUARDIAN Records.
Don't miss Ray Davies' live Storyteller Tour as seen on

7243 8 37303 2 2



ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ROCK REPORTERS ON R&R ONLINE

MARKET #1
WNEW/New York
 (212) 489-1027
 Young/Winstlow

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE		
12	14	22	26	BLACK CROWES/Blackberry		
26	27	26	25	RUSH/Test For Echo		
15	13	14	25	TONIC/Open Up Your Eyes		
14	13	14	24	TOM PETTY & HB/Change The Locks		
29	25	25	24	JOHN MELLENCAMP/Key West...		
16	14	14	24	ALICE IN CHAINS/Over Now		
11	10	15	14	CHALK FARM/Lie On Lie		
14	15	14	15	PHISH/Free		
-	-	-	-	10	COUNTING CROWS/Angels Of...	
-	-	-	-	11	MIDNIGHT OIL/Underwater	
-	-	-	-	14	VAN HALEN/Me Wise Magic	
-	-	-	-	12	METALLICA/Hero Of The Day	
17	16	13	13	PATTI SMITH/Gone Again		
14	13	15	13	ZZ TOP/What's Up With That		
16	14	15	13	SHERYL CROW/It Makes You...		
-	-	-	-	10	13	STORYVILLE/Good Day For...
13	14	16	12	TRAGICALLY HIP/GH Shop		
7	4	6	12	PEARL JAM/Smile		
14	15	14	12	SCREAMING TREES/All I Know		
-	-	-	-	9	15	SPONGE/Have You Seen Mary
-	-	-	-	12	RUSTED ROOT/Sister Contine	
-	-	-	-	11	SOUNDGARDEN/Blow Up...	
11	11	7	11	R.E.M./Bittersweet Me		
-	-	-	-	8	11	BETTER THAN EZRA/King Of New Orleans
-	-	-	-	10	EXPANDING MAN/Download (I Will)	
-	-	-	-	10	MATCHBOX 20/Long Way Down	
11	12	9	9	KRISTEN BARRY/Created		
8	9	7	8	BRIAN SETZER ORCH./Rumble In Brighton		
-	-	-	-	7	DISHWALLA/Charlie Brown's...	
8	10	7	7	LEAH ANDREONE/It's Alright...		

MARKET #12
WKLS/Atlanta
 (404) 325-0960
 Hughes/Kepple

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE		
17	26	34	34	SCREAMING TREES/All I Know		
14	27	24	30	METALLICA/Hero Of The Day		
35	19	17	26	METALLICA/Until It Sleeps		
13	12	15	25	ALICE IN CHAINS/Over Now		
-	-	-	-	18	VAN HALEN/Humans Being	
-	-	-	-	10	18	SOUNDGARDEN/Blow Up...
-	-	-	-	18	VAN HALEN/Me Wise Magic	
7	12	18	17	PEARL JAM/Hail, Hail		
12	15	14	17	TONIC/Open Up Your Eyes		
14	15	16	16	HUNGER/Vanishing Cream		
15	17	17	15	BLACK CROWES/Blackberry		
8	11	17	13	EXPANDING MAN/Download (I Will)		
9	12	11	13	BUTTHOLE SURFERS/Pepper		
17	12	18	13	RUSH/Test For Echo		
8	12	7	11	METALLICA/King Nothing		
12	13	11	11	SOUNDGARDEN/Pretty Moose		
-	-	-	-	1	10	MATCHBOX 20/Long Day
-	-	-	-	9	COUNTING CROWS/Angels Of...	
5	4	6	8	SEVEN MARY THREE/My My		
-	-	-	-	7	7	R.E.M./Bittersweet Me
-	-	-	-	7	TOM PETTY & HB/Climb That Hill	
7	8	7	7	ZZ TOP/What's Up With That		
8	6	7	6	NIRVANA/Aneurysm		
8	6	7	6	BETTER THAN EZRA/King Of New Orleans		
3	6	7	6	SOCIAL DISTORTION/I Was Wrong		
8	9	7	6	STABBING WESTWARD/Shame		
5	7	9	9	SEVEN MARY THREE/Devi Boy		
-	-	-	-	5	SMASHING PUMPKINS/Muzzle	
-	-	-	-	5	STONE TEMPLE PILOTS/Lady Picture Show	

MARKET #14
WBAB/Long Island
 (516) 587-1023
 Levine

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE			
25	25	27	27	WALLFLOWERS/6th Avenue Heartache			
17	26	26	27	ALANIS MORISSETTE/Head Over Feet			
26	29	26	27	DISHWALLA/Counting Blue Cars			
25	27	26	27	JOHN MELLENCAMP/Key West...			
24	24	25	24	TOM PETTY & HB/Walls			
-	-	-	-	21	VAN HALEN/Me Wise Magic		
-	-	-	-	18	20	COUNTING CROWS/Angels Of...	
15	19	15	20	STORYVILLE/Good Day For...			
15	15	17	20	WHY STORE/Lack Of Water			
18	22	21	20	ZZ TOP/What's Up With That			
18	19	18	18	BLUES TRAVELER/But Anyway			
18	21	17	17	BLACK CROWES/Good Friday			
15	16	13	15	KENNY WAYNE SHEPHERD/Born With A Broken...			
8	13	15	15	R.E.M./Bittersweet Me			
9	13	11	11	PEARL JAM/Mankind			
-	-	-	-	10	11	10	JOHN MELLENCAMP/Message Of Love
-	-	-	-	10	11	9	PHISH/Free
9	9	9	7	CHALK FARM/Lie On Lie			
13	7	6	7	RUSH/Totem			
9	7	10	6	TOM PETTY & HB/Climb That Hill			
7	6	7	6	TOM PETTY & HB/Hope You Never			
5	6	5	5	BETTER THAN EZRA/King Of New Orleans			
5	6	5	5	DOG'S EYE VIEW/Small Wonders			
7	6	9	5	JOHN MELLENCAMP/Just Another Day			
9	6	6	5	JOHN MELLENCAMP/Life Is Hard			
8	9	7	5	RUSH/Half The World			
5	9	5	5	RUSH/Test For Echo			

MARKET #14
WRCN/Long Island
 (516) 423-6740
 Tortora

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE			
15	19	28	33	ZZ TOP/What's Up With That			
28	30	28	30	RUSH/Test For Echo			
-	-	-	-	25	VAN HALEN/Me Wise Magic		
29	30	30	22	ALICE IN CHAINS/Over Now			
20	30	29	22	SOUNDGARDEN/Burden In My Hand			
15	16	20	22	CHALK FARM/Lie On Lie			
13	18	21	20	BETTER THAN EZRA/King Of New Orleans			
-	-	-	-	15	17	COUNTING CROWS/Angels Of...	
-	-	-	-	12	17	16	PHISH/Free
15	17	16	16	TONIC/Open Up Your Eyes			
15	16	16	16	JOHN MELLENCAMP/Key West...			
-	-	-	-	12	13	16	SMASHING PUMPKINS/Muzzle
16	20	16	14	DEEP PURPLE/Vavoom! Ted...			
14	14	14	14	HOT WATER/Same Day Twice			
9	14	14	14	VERVE PIPE/Cup Of Tea			
11	13	14	14	NIRVANA/Aneurysm			
12	15	13	14	SCREAMING TREES/All I Know			
11	14	-	-	14	WALLFLOWERS/6th Avenue Heartache		
13	17	16	13	EXPANDING MAN/Download (I Will)			
11	17	16	12	SEMISONIC/I Run			
-	-	-	-	9	10	12	R.E.M./Bittersweet Me
-	-	-	-	7	10	12	311/Down
10	12	-	-	12	HAZIES/Skin & Bones		
11	13	-	-	12	DAVE MATTHEWS BAND/Too Much		
-	-	-	-	11	LIFTER/Headshot		
17	15	-	-	11	ERIC JOHNSON/Pavilion		
10	13	-	-	11	R.E.M./Machinehead		
10	15	-	-	11	STONE TEMPLE PILOTS/Trippin' On A Hole...		
11	13	-	-	11	DISHWALLA/Counting Blue Cars		

MARKET #19
WDVE/Pittsburgh
 (412) 937-1441
 Romano/Winter

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE				
25	26	26	23	COUNTING CROWS/Angels Of...				
-	-	-	-	11	26	WALLFLOWERS/6th Avenue Heartache		
-	-	-	-	4	23	22	MATCHBOX 20/Long Day	
21	24	24	21	CHALK FARM/Lie On Lie				
12	16	24	20	DAVE MATTHEWS BAND/So Much To Say				
21	25	20	20	ZAKK WYLDE/Between Heaven...				
13	20	19	19	STORYVILLE/Good Day For...				
18	15	17	18	R.E.M./Bittersweet Me				
20	16	13	17	BLACK CROWES/Good Friday				
15	20	15	16	GOO GOD DOLLS/Long Way Down				
18	14	15	15	JARS OF CLAY/Flood				
21	19	17	14	WHY STORE/Lack Of Water				
-	-	-	-	11	11	11	TONIC/Open Up Your Eyes	
-	-	-	-	7	8	11	ALICE IN CHAINS/Over Now	
21	23	16	13	CLARKS/Caroline				
14	10	18	12	TOM PETTY & HB/Climb That Hill				
15	15	12	12	JOHN MELLENCAMP/Key West...				
11	9	11	11	GATHERING FIELDS/Rhapsody In Blue				
7	10	8	11	METALLICA/Hero Of The Day				
-	-	-	-	5	11	RUSTED ROOT/Sister Contine		
-	-	-	-	10	10	10	CLARKS/Stop	
9	7	11	8	OZZY OSBOURNE/Just Want You				
13	10	8	10	TOM PETTY & HB/Walls				
-	-	-	-	11	6	8	JOHN MELLENCAMP/Message Of Love	
2	4	5	5	GATHERING FIELDS/Lost In America				
5	3	3	3	ERIC JOHNSON/Pavilion				
7	6	5	5	EVERCLEAR/Santa Monica...				
22	9	5	5	DISHWALLA/Counting Blue Cars				
-	-	-	-	5	-	-	5	BETTER THAN EZRA/In The Blood

MARKET #20
KDKB/Phoenix
 (602) 897-9300
 Maranville/Peterson

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE			
1	5	11	33	JOHN MELLENCAMP/Just Another Day			
-	-	-	-	9	25	33	JOHNNY'S MESSAGE OF LOVE
25	23	32	33	SHERYL CROW/It Makes You...			
34	31	32	32	STORYVILLE/Good Day For...			
26	31	32	32	ZZ TOP/What's Up With That			
-	-	-	-	2	11	23	SUBLIME/What I Got
4	18	25	22	BLACK CROWES/Blackberry			
-	-	-	-	3	22	COUNTING CROWS/Angels Of...	
3	20	25	22	TOM PETTY & HB/Climb That Hill			
3	20	20	20	RUSH/Test For Echo			
4	20	20	20	WALLFLOWERS/One Headlight			
27	19	24	19	BADLIES/Angels Of Mercy			
-	-	-	-	2	15	STEVE VAI/The Crying Machine	
9	17	23	13	ERIC JOHNSON/Pavilion			
-	-	-	-	10	13	VAN HALEN/Me Wise Magic	
6	4	8	9	CHALK FARM/Lie On Lie			
-	-	-	-	1	8	MATCHBOX 20/Long Day	
27	18	20	7	R.E.M./Binky The Droomat			
6	4	8	9	WHY STORE/Father			
25	12	6	9	TONIC/Open Up Your Eyes			
-	-	-	-	1	9	ZAKK WYLDE/Way Beyond Empty	
1	4	8	8	PHISH/Free			
5	3	7	8	JEWEL/Who Will Save...			
6	4	7	7	ALANIS MORISSETTE/You Learn			
28	3	5	7	BLACK CROWES/Good Friday			
8	6	7	7	DAVE MATTHEWS BAND/Too Much			
7	7	6	7	GOO GOD DOLLS/Long Way Down			
5	4	7	7	JOAN OSBORNE/One Of Us			
7	4	6	6	COLLECTIVE SOUL/The World I Know			
7	6	8	6	DOG'S EYE VIEW/Everything Falls...			

MARKET #25
WBN/Cincinnati
 (513) 621-9326
 Hardin/Reinhart

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE			
40	29	22	39	METALLICA/King Nothing			
37	31	24	29	METALLICA/Until It Sleeps			
15	25	26	26	METALLICA/Hero Of The Day			
23	23	24	25	PEARL JAM/Hail, Hail			
23	23	24	24	PEARL JAM/Red Mosquito			
20	26	23	24	HUNGER/Vanishing Cream			
17	19	21	24	RUSH/Half The World			
-	-	-	-	11	25	22	SOUNDGARDEN/Rhinosaur
-	-	-	-	12	15	22	SPONGE/Have You Seen Mary
16	-	-	-	20	22	22	STONE TEMPLE PILOTS/Trippin' On A Hole...
-	-	-	-	21	21	21	ALICE IN CHAINS/Over Now
20	23	21	21	BUSH/Tetostosterone			
15	20	21	18	RUSH/Virtuality			
14	14	14	15	SEVEN MARY THREE/My My			
24	23	14	15	TONIC/Open Up Your Eyes			
29	31	20	24	RUSH/Test For Echo			
6	3	8	12	METALLICA/Ain't My Bitch			
10	9	10	12	SOCIAL DISTORTION/I Was Wrong			
7	14	15	12	METALLICA/Poor Twisted Me			
8	8	9	11	STABBING WESTWARD/Shame			
5	8	10	10	NIRVANA/Aneurysm			
19	24	15	10	SCREAMING TREES/All I Know			
19	14	16	9	SOUNDGARDEN/Blow Up...			
16	16	8	9	SOUNDGARDEN/Burden In My Hand			
8	8	8	8	MIDNIGHT OIL/Underwater			
-	-	-	-	3	6	8	STIRLING/looking For
9	6	7	7	BLACK CROWES/Blackberry			
10	10	7	7	EXPANDING MAN/Download (I Will)			
5	6	5	7	TOOL/Stinkist			

MARKET #27
KCAL/Riverside
 (909) 793-3554
 Shaw/Mathews

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE			
22	23	20	23	SOUNDGARDEN/Burden In My Hand			
10	19	21	22	ALICE IN CHAINS/Again			
22	19	22	22	METALLICA/Until It Sleeps			
15	20	20	22	TONIC/Open Up Your Eyes			
20	23	20	22	STONE TEMPLE PILOTS/Trippin' On A Hole...			
16	15	14	21	WALLFLOWERS/6th Avenue Heartache			
8	7	10	16	BETTER THAN EZRA/King Of New Orleans			
14	21	15	14	RUSH/Test For Echo			
12	15	14	14	SMASHING PUMPKINS/Muzzle			
8	10	11	11	SOCIAL DISTORTION/I Was Wrong			
9	9	5	11	CHALK FARM/Lie On Lie			
8	6	12	11	ALICE IN CHAINS/Over Now			
20	13	11	10	AC/DC/Boogie Man			
8	6	6	10	R.E.M./Bittersweet Me			
9	14	9	10	ERIC JOHNSON/Pavilion			
11	8	8	10	BUSH/Machinehead			
-	-	-	-	9	13	BLACK CROWES/Blackberry	
-	-	-	-	13	9	JOHNNY'S MESSAGE OF LOVE	
-	-	-	-	9	12	COUNTING CROWS/Angels Of...	
8	11	12	9	GREAT WHITE/Li'l Mama			
3	8	7	9	TOM PETTY & HB/Climb That Hill			
10	10	9	9	KENNY WAYNE SHEPHERD/Born With A Broken...			
-	-	-	-	8	9	SPONGE/Have You Seen Mary	
7	7	7	7	ZZ TOP/What's Up With That			
9	8	6	8	LOCAL H/Bound For The Floor			
-	-	-	-	8	8	MIDNIGHT OIL/Underwater	
-	-	-	-	8	8	MATCHBOX 20/Long Day	
4	9	6	8	PEARL JAM/Hail, Hail			
-	-	-	-	8	9	8	COLLECTIVE SOUL/Where The River...
10	12	8	8	EVERCLEAR/Santa Monica...			

MARKET #31
WHJY/Providence
 (401) 438-6110
 Weston/Schifino

Stations and their adds listed alphabetically by market

Table listing radio stations and their adds across various markets including Albany, NY; Boise, ID; Denver, CO; Kansas City, MO; Nashville, TN; Providence, RI; Santa Barbara, CA; and many others. Each entry includes station call letters, program manager, and a list of songs with their respective add counts.

NEW & ACTIVE

MIDNIGHT OIL Underwater (Work)
Total Plays: 486, Total Stations: 30, Adds: 1
LUSCIOUS JACKSON Naked Eye (Grand Royal/Capitol)
Total Plays: 441, Total Stations: 43, Adds: 18
DUNCAN SHEIK Barely Breathing (Atlantic)
Total Plays: 431, Total Stations: 22, Adds: 0
CRANBERRIES When You're Gone (Island)
Total Plays: 423, Total Stations: 44, Adds: 10
311 All Mixed Up (Capricorn/Mercury)
Total Plays: 355, Total Stations: 28, Adds: 11
METALLICA Hero Of The Day (Elektra/EEG)
Total Plays: 350, Total Stations: 21, Adds: 2
SCHLEPROCK Suburbia (Warner Bros.)
Total Plays: 344, Total Stations: 28, Adds: 2

KORN No Place To Hide (Immortal/Epic)
Total Plays: 335, Total Stations: 34, Adds: 7
BARENAKED LADIES The Old Apartment (Reprise)
Total Plays: 319, Total Stations: 18, Adds: 1
WHY STORE Father (Way Cool Music/MCA)
Total Plays: 296, Total Stations: 23, Adds: 4
PLUTO When She Was Happy (Virgin)
Total Plays: 296, Total Stations: 21, Adds: 2
SPONGE Have You Seen Mary (Columbia)
Total Plays: 259, Total Stations: 19, Adds: 2
FIONA APPLE Shadowboxer (Work)
Total Plays: 254, Total Stations: 22, Adds: 8
MATCHBOX 20 Long Day (Lava/Atlantic)
Total Plays: 253, Total Stations: 19, Adds: 1

CRASH TEST DUMMIES He Liked To Feel It (Arista)
Total Plays: 243, Total Stations: 19, Adds: 4
GOUD'S THUMB 29 (Critique)
Total Plays: 241, Total Stations: 19, Adds: 0
DISHWALLA Charlie Brown's Parents (A&M)
Total Plays: 239, Total Stations: 22, Adds: 9
MANIC STREET PREACHERS A Design For Life (Epic)
Total Plays: 211, Total Stations: 19, Adds: 1
GRAVITY KILLS Enough (TVT)
Total Plays: 205, Total Stations: 24, Adds: 8
PURE Anna Is A Speed Freak (Mammoth/Atlantic)
Total Plays: 197, Total Stations: 19, Adds: 3

Songs ranked by total plays.

"Curlylocks" going for airplay NOW from the debut album a normal family street date: 10/22. Includes the band logo and contact information for Sean Knight.



SKY DANIELS

Time-Shares: Formats, Not Condos

□ **Managing more than one property can be a boon or bust depending on your approach**

NCI Communications' CEO Steve Berger recently suggested when reviewing certain time-sharing manager scenarios resulting from consolidation, one should presuppose the managers were originally only working half the time. We all know that isn't the case, yet it raises the issue: Can programming executives oversee more than one property and still provide fully realized results?

One Alternative programmer who is determined to do so is XTRA (91X)/San Diego's Tim Dukes. Dukes is OM for the Jacor-owned Alternative and sister CHR/Rhythmic KHTS. Dukes is representative of Jacor's consciousness toward developing programmers, who, in turn, create product. While everyone is in an acquisition mode, the ownership at Jacor is already dedicating itself to "furnishing the house," according to Dukes.



Tim Dukes

'Brand Management'

Coming to San Diego by way of Jacor's WEBN/Cincinnati, Dukes saw a glimpse of things to come in the Queen City. "Jacor early on had a full complement of stations in Cincinnati when I was there. I watched the company align [Classic Rocker] WOFX and WEBN. That introduced me to the now-common notion of 'brand management' that is becoming prevalent in the industry. People used their respective skills

and strengths for what was the overall good of Jacor/Cincinnati. Coming here, I was prepared to utilize that insight."

Alternative, allows Dukes, requires a deep and active understanding of still-emerging nuances. "91X has a strong legacy, yet no one lives on legacy alone. The marketplace continues to evolve, which requires high maintenance toward 91X's needs. One style I adopted as a manager applies well at 91X. I don't tightly micromanage the affairs of 91X. You won't find me poring over the Selector screen as the music is managed."

Dukes believes the only way for managers to succeed while overseeing more than one property is to find, train, and utilize support staffs with individual proficiencies. "Most of my effort goes into real, proper, strategic planning for the properties. I have a finite responsibility toward handling budgets, staff hiring, research, and other departmental concerns. If you are cognizant of your tactical needs, you will develop an eye for the people who can fulfill those needs."

"[Asst. MD] Chris Muckley brings the awareness and authentici-

ff

I feel that one upside of this change is now groups will become big enough to allow hierarchical advancement for managers while remaining on the creative side!

ff

ty to find music that 91X's Alternative legacy requires. [KHTS] PD Todd Shannon possessed the qualities that we knew were necessary to launch 93.3 FM in its current form. You need people dedicated to providing specialized strengths to the overall concept."

Dukes also feels that empowering these individuals helps prevent an area of key concern for shared management — homogeneity. He offers, "Shared positions within the new cluster grouping must be minimized for a variety of reasons. Burnout is one key concern. Give one guy two jobs and see how long he thrives. The other is to not allow one perspective to overwhelm the product. For each station to establish and retain individual identities, you have to have independent perspectives. People will eventually realize this is being done to make radio as a whole more attractive to advertisers, not to strip stations of their creative identity."

'Controversial' Corporate Attitude

Rebuking the prevalent notion of homogeneity being a by-product of consolidation is a sensitive issue to Dukes. "Jacor heard the charges of 'cookie-cutter' before most groups thought about it. Our corporate attitude has always been a controversial and challenging one. These are broadcasters, not bankers."

"Look at how the company is creating regional programming managers like our own Jack Evans," he points out. "Each one has unique sensibilities, none have formulas. If there is a corporate mandate we all share, then it's listeners bring revenue — not revenue brings listeners. We are challenging ourselves as a corporation to develop programming that will attract listeners. Once all the house buying is done, then you better be able to furnish the house. For us that means paying particular attention to the creative-side demands."

Standing Apart From The 'Group'

□ **WFNX/Boston declares 'Radio Anarchy' against today's corporate consolidations**

On Monday, September 30, WFNX/Boston launched "Radio Anarchy Boston." PD Bill Glasser states that the concept is designed, in part, as a reaction to the large corporate clusters being created both in Boston and in general.

"As a stand-alone property, we have always felt part of a sort of 'David vs. Goliath' scenario," he explains. "We wanted to further set ourselves apart. I've always believed that differentiation required more than just music. It was established through personality, production, and other elements helping foster a unique identity. We are clearly stating to our listener — 'we are different'"

Glasser believes that listeners, and society as a whole, are aware of corporate factors and wanted to establish a singular identity.

"Look at the appeal of microbreweries on a marketing basis. Small, but authentic. We are going to establish this notion through more than just music."

"[Crosstown Alternative] WBCN has attempted to utilize more of our music over the last year anyway. I still believe that with larger groups there are only minor risks attempted anyway. We will take risks, both with musical selection and in dealing with conventional thinking."

Intellect Vs. Hormones

Glasser is quick to note that his concept is not aligned with any generalized, "slacker"-sense of alienation. "We are testing certain pre-

cepts like young listeners are angst-filled, alienated beings who don't want a sense of community. In fact, we believe they want to subscribe to something, it just can't be trivial. This isn't to be confused with an earlier concept, that of 'Pirate Radio.' We don't go for the 'rebel' machismo that approach utilized. We attempt to appeal to the intellect of listeners, not their hormones."

On-air, the station is utilizing positions that, Glasser suggests, capture the necessary ironic tone. "For example, going into spots we

have drops that say, 'If you change the station now, you know we'll talk trash about you.' Another reads, 'If you stick through the spots, there might be a back rub in it for you.' We don't lord over the audience, we let them in on life's big joke. This is the opposite of the hipper-than-thou condescension that a lot of Alternative expresses. We play to the notion that most of us are smarter than given credit for."

Glasser hopes that Radio Anarchy Boston will reaffirm WFNX's standing as an Alternative icon by saying, "Ultimately, this is consciously stating an act of resurrection. We're rising again. After all, our ownership group is named Phoenix."



Dukes views the new era of consolidation as a time for experienced managers to progress, not be cast off.

ff

Once all the house buying is done, then you better be able to furnish the house. For us that means paying particular attention to the creative-side demands.

ff

as some fear. "I hear all the doom-sayers of post-telecom deregulation crying that jobs will be lost, there won't be enough to go around. I feel that one upside of this change is now groups will become big enough to

allow hierarchical advancement for managers while remaining on the creative side!

"Prior to this, programmers were forced to abdicate their involvement in programming in order to advance. You had to leave the creative side to immerse yourself in the sales side. Growth was singular — PD to GM. Creative side to sales side. Now there are opportunities to grow, without leaving the creative side. People will be better able to play to their strengths, not compensate for their deficiencies."

Dukes has used this opportunity to forge a broader perspective in his own approach. "I have to be more flexible and responsive in my thinking. I go from the cultural demands of one format to the other. All of us reach plateaus in our productivity if we only do one thing. If all I had chosen to do was remain in Top 40, I would have become pretty tired of the single universe."

"Now I have to challenge myself to see a bigger picture, not paint the same canvas over and over."

sublime

"what I got"
IS #1 AT
ALTERNATIVE!

THANKS FOR YOUR SUPPORT!

MCA



Patti Rothberg



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EMI Records
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OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	5	3	1	SUBLIME What I Got (Gasoline Alley/MCA)	2768	2461	2275	1998	91/1
4	2	1	2	EELS Novocaine For The Soul (DreamWorks/Geffen)	2767	2721	2603	2482	90/0
1	1	2	3	311 Down (Capricorn/Mercury)	2484	2636	2713	2704	81/0
9	7	4	4	SOCIAL DISTORTION I Was Wrong (550 Music)	2277	2166	2039	1864	89/0
—	—	24	5	COUNTING CROWS Angels Of The Silences (DGC/Geffen)	2124	1110	—	—	92/5
14	11	8	6	SMASHING PUMPKINS Muzzle (Virgin)	2021	1861	1744	1474	77/0
11	12	9	7	SHERYL CROW If It Makes You Happy (A&M)	1979	1855	1721	1682	75/2
5	6	7	8	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)	1874	2036	2155	2235	72/0
12	9	11	9	WALLFLOWERS 6th Avenue Heartache (Interscope)	1820	1777	1790	1679	72/0
10	10	10	10	REPUBLICA Ready To Go (RCA)	1806	1817	1759	1766	83/0
3	4	5	11	SOUNDGARDEN Burden In My Hand (A&M)	1780	2158	2450	2589	67/2
27	16	12	12	NIRVANA Aneurysm (DGC/Geffen)	1678	1631	1472	978	84/0
33	30	18	13	PEARL JAM Hail, Hail (Epic)	1667	1327	970	825	74/6
21	15	13	14	GEGGY TAH Whoever You Are (Luaka Bop/WB)	1667	1587	1475	1306	73/2
2	3	6	15	R.E.M. E-Bow The Letter (Warner Bros.)	1643	2063	2464	2681	62/0
15	14	14	16	STABBING WESTWARD Shame (Columbia)	1600	1539	1532	1394	71/0
25	21	17	17	WEEZER El Scorcho (DGC/Geffen)	1532	1420	1258	1114	84/2
37	31	25	18	CAKE The Distance (Capricorn/Mercury)	1420	1090	963	740	78/14
29	26	20	19	LOCAL H Bound For The Floor (Island)	1403	1234	1081	941	70/1
16	17	16	20	SEBADOH Ocean (Sub Pop)	1390	1422	1434	1393	69/0
BREAKER			21	R.E.M. Bittersweet Me (Warner Bros.)	1364	957	573	318	86/24
—	50	27	22	LEMONHEADS If I Could Talk I'd Tell You (Tag/Atlantic)	1359	1046	471	105	77/11
26	23	19	23	FUN LOVIN' CRIMINALS Scooby Snacks (EMI)	1351	1265	1198	1101	75/4
34	29	23	24	BECK Devils Haircut (DGC/Geffen)	1327	1200	1009	791	72/6
7	8	15	25	POE Angry Johnny (Modern/Atlantic)	1302	1506	1802	1928	56/0
18	18	21	26	ALICE IN CHAINS Over Now (Columbia)	1128	1227	1375	1341	47/0
BREAKER			27	TOOL Stinkfist (Zoo)	1098	996	900	745	81/0
BREAKER			28	NO DOUBT Don't Speak (Trauma/Interscope)	1076	555	231	69	66/12
13	19	22	29	BUTTHOLE SURFERS Pepper (Capitol)	1032	1214	1356	1609	51/0
50	40	39	30	TONIC Open Up Your Eyes (Polydor/A&M)	957	785	681	510	55/4
35	34	35	31	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)	879	807	839	770	35/4
43	36	33	32	MARILYN MANSON The Beautiful People (Nothing/Interscope)	862	830	745	612	68/3
45	39	41	33	LEAH ANDREONE It's Alright, It's O.K. (RCA)	855	760	704	589	50/5
42	38	40	34	WILD COLONIALS Charm (DGC/Geffen)	781	774	709	628	49/0
19	20	28	35	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)	757	1032	1270	1337	38/0
49	45	43	36	CHALK FARM Lie On Lie (Columbia)	735	650	566	515	46/4
—	—	45	37	PHISH Free (Elektra/EEG)	729	580	458	259	46/2
22	28	34	38	GARBAGE Stupid Girl (Almo Sounds/Geffen)	686	816	1036	1281	40/1
—	—	47	39	IGGY POP Lust For Life (Capitol)	648	566	470	284	50/5
38	37	42	40	FILTER Jurassitol (Hollywood)	630	670	726	711	51/0
—	—	46	41	HEADS Damage I've Done (Radioactive/MCA)	622	572	394	101	50/9
—	—	50	42	SCREAMING TREES Sworn And Broken (Epic)	601	506	235	49	45/5
DEBUT			43	SOUNDGARDEN Blow Up The Outside World (A&M)	591	347	135	78	48/24
24	27	36	44	DAVE MATTHEWS BAND So Much To Say (RCA)	575	802	1054	1258	31/0
8	13	26	45	PEARL JAM Who You Are (Epic)	573	1070	1616	1928	31/0
23	24	37	46	PRIMITIVE RADIO GODS Standing... (Ergo/Columbia)	569	799	1100	1276	31/0
30	33	38	47	SOUL COUGHING Soundtrack To Mary (Slash/WB)	559	792	892	932	30/0
20	25	31	48	BECK Where It's At (DGC/Geffen)	553	859	1087	1318	31/0
DEBUT			49	STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	542	347	253	165	54/29
DEBUT			50	FACE TO FACE I Won't Lie Down (A&M)	512	345	251	135	48/7

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 95 Alternative reporters. 93 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

R.E.M.		
Bittersweet Me (Warner Bros.)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1364/407	86/24	21

TOOL		
Stinkfist (Zoo)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1098/102	81/0	27

NO DOUBT		
Don't Speak (Trauma/Interscope)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1076/521	66/12	28

MOST ADDED®

ARTIST	TITLE LABEL(S)	ADDS
STONE TEMPLE PILOTS	Lady Picture Show (Atlantic)	29
R.E.M.	Bittersweet Me (Warner Bros.)	24
SOUNDGARDEN	Blow Up The Outside World (A&M)	24
LUSCIOUS JACKSON	Naked Eye (Grand Royal/Capitol)	18
CAKE	The Distance (Capricorn/Mercury)	14
NO DOUBT	Don't Speak (Trauma/Interscope)	12
311	All Mixed Up (Capricorn/Mercury)	11
LEMONHEADS	If I Could Talk I'd Tell You (Tag/Atlantic)	11
KULA SHAKER	Tattva (Columbia)	11
CRANBERRIES	When You're Gone (Island)	10

LOOK WHO JUST GOT INTO **BED** WITH **NEW WORLD SPIRITS**

MOST INCREASED PLAYS

ARTIST	TITLE LABEL(S)	TOTAL PLAY INCREASE
COUNTING CROWS	Angels Of... (DGC/Geffen)	+1014
NO DOUBT	Don't Speak (Trauma/Interscope)	+521
R.E.M.	Bittersweet Me (Warner Bros.)	+407
CRANBERRIES	When You're Gone (Island)	+359
PEARL JAM	Hail, Hail (Epic)	+340
CAKE	The Distance (Capricorn/Mercury)	+330
LEMONHEADS	If I Could Talk I'd... (Tag/Atlantic)	+313
SUBLIME	What I Got (Gasoline Alley/MCA)	+307
LUSCIOUS JACKSON	Naked Eye (Grand Royal/Capitol)	+269
SOUNDGARDEN	Blow Up The Outside... (A&M)	+244

HOTTEST RECURRENTS

ARTIST	TITLE LABEL(S)
NO DOUBT	Spiderwebs (Trauma/Interscope)
DISHWALLA	Counting Blue Cars (A&M)
SMASHING PUMPKINS	Tonight, Tonight (Virgin)
BUSH	Machinehead (Trauma/Interscope)
REFRESHMENTS	Banditos (Mercury)
EVERCLEAR	Santa Monica (Watch...) (Capitol)
JEWEL	Who Will Save Your Soul (Atlantic)
GRAVITY KILLS	Guilty (TVT)
SOUNDGARDEN	Pretty Noose (A&M)
GOLDFINGER	Here In Your Bedroom (Mojo/Universal)

Breakers: Songs registering 1000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

THE WHY STORE

- Over 110,000 Shipped
- Over 1000 spins in 3 formats! Including: Q101, WENZ, WRZX, WEND, WEJE, KTOZ, WCHZ, KZON
- R&R New & Active
- On Tour Now!

Watch for the new video directed by famed movie director John Schlesinger!

"father" The Follow Up to the #1AAA Single! "Lack Of Water" Over 107,000 Shipped



#4 Most Added
#2 New and Active
One of the most
increased play: + 269
Added this Week:

KDGE
 WHYT
 WLUM
 WDXD
 WAQZ
 WMRQ
 KREV
 KNNC
 WMAD
 KMYZ
 KROX
 WGMR
 KFMA
 KICT
 KRZQ
 WNFZ
 WXPS
 WJSE
 WEQX
 KNRX
 WKRO
 and many more!!

Conscious Jackson



Rotation Leaders:

KNDD	53x
KITS	20x
CIMX	42x
KEGE	31x
WBCN	26x
WFNX	20x
Q101	19x
KOME	18x
KXRK	17x
WZRH	15x
WBRU	15x
WHFS	13x
KNR<	13x
KTCL	12x



In tour in October & November

naked eye

THE FIRST SINGLE FROM THE NEW ALBUM FEVER IN FEVER OUT

PRODUCED BY DANIEL LANOIS WITH TONY MABOURIAN & JIM CUNNINGHAM * MANAGEMENT: PAULA SARTORIUS, METROPOLITAN ENTERTAINMENT GROUP

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ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE




MARKET #1

WXRK/New York
(212) 750-0550
Milkman/Tobin

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
40	41	36	40	311/Down
25	28	34	38	NIRVANA/Aneurysm
30	41	40	37	SMASHING PUMPKINS/Muzzle
-	-	21	36	COUNTING CROWS/Angels Of...
39	40	27	32	SUBLIME/What I Got
25	28	34	38	METALLICA/Until It Sleeps
26	28	27	29	311/AI Mixed Up
32	34	35	28	SOCIAL DISTORTION/Was Wrong
31	32	25	28	EELS/Novocaine For...
-	-	12	26	SOUNDGARDEN/Blow Up...
14	13	22	26	RAGE AGAINST.../People Of The Sun
22	23	24	24	ALICE IN CHAINS/Would?
20	21	21	23	POE/Angrly Johnny
-	-	13	28	SPONGE/Have You Seen Mary
13	21	22	22	STABBING WESTWARD/Shame
12	14	17	21	SHERYL CROW/It Makes You...
20	20	15	21	PEARL JAM/Smile
20	20	19	21	ALICE IN CHAINS/Over Now
14	21	21	21	IGGY POP/Lust For Life
-	-	-	-	METALLICA/Until It Sleeps
11	10	15	20	PEARL JAM/Hail, Hail
32	40	24	20	BLUES TRAVELER/But Anyway
38	30	20	20	SOUNDGARDEN/Burden In My Hand
12	15	20	19	FUN LOVIN' CRIMINALS/Scobby Snacks
21	15	18	18	R.E.M./Bittersweet Me
-	-	-	-	STONE TEMPLE PILOTS/Lady Picture Show
11	12	18	17	REPUBLICA/Ready To Go
15	17	19	16	WALLFLOWERS/6th Avenue Heartache
25	25	18	16	R.E.M./E-Bow The Letter




MARKET #2

KROQ/Los Angeles
(818) 567-1067
Weatherly/Sandblom/Worden

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
16	20	36	42	NIRVANA/Aneurysm
41	39	40	38	SUBLIME/What I Got
21	16	36	38	SOCIAL DISTORTION/Was Wrong
40	30	37	36	311/AI Mixed Up
41	40	32	34	311/Down
-	-	20	32	SOUNDGARDEN/Blow Up...
-	-	19	35	NO DOUBT/Don't Speak
27	22	36	28	REPUBLICA/Ready To Go
8	11	26	28	SHERYL CROW/It Makes You...
22	20	24	25	LOCAL H/Bound For The Floor
15	16	15	25	IGGY POP/Lust For Life
39	38	29	24	EELS/Novocaine For...
-	-	14	22	FIONA APPLE/Shadowboxer
18	20	21	22	SMASHING PUMPKINS/Muzzle
-	-	27	20	COUNTING CROWS/Angels Of...
13	13	14	18	PEARL JAM/Smile
14	14	16	17	BECK/Devis Haircut
40	29	21	17	NO DOUBT/Happy Now?
22	18	15	16	GARBAGE/Supervixen
33	13	13	15	SOUNDGARDEN/Burden In My Hand
-	-	16	15	MANIC STREET.../A Design For Life
-	-	17	15	CAKE/The Distance
5	5	11	15	EGGY TAH/Whoever You Are
14	9	18	15	FUN LOVIN' CRIMINALS/Scobby Snacks
10	12	13	14	RAGE AGAINST.../People Of The Sun
5	7	14	14	TODD/Slink!st
14	18	16	14	WILD COLONIALS/Charm
15	21	17	13	ALANIS MORISSETTE/Head Over Feet
24	21	14	13	STONE TEMPLE PILOTS/Trippin' On A Hole...
34	30	18	13	R.E.M./E-Bow The Letter




MARKET #3

WKQX/Chicago
(312) 527-8348
Gamble/Shummas

PLAYS

3W	2W	LW	TW	ARTIST/TITLE	
58	55	55	56	SMASHING PUMPKINS/Muzzle	
40	43	41	40	STABBING WESTWARD/Shame	
35	40	31	36	EGGY TAH/Whoever You Are	
32	31	29	35	EELS/Novocaine For...	
6	23	28	33	SOUNDGARDEN/Blow Up...	
31	37	41	32	SUBLIME/What I Got	
27	28	25	29	ALANIS MORISSETTE/Head Over Feet	
-	-	15	20	NO DOUBT/Don't Speak	
24	25	23	28	SHERYL CROW/It Makes You...	
28	25	30	28	PEARL JAM/Hail, Hail	
15	24	26	27	OASIS/Morning Glory	
29	28	25	26	ALICE IN CHAINS/Would?	
-	-	8	23	24	CAKE/The Distance
12	13	14	22	NIRVANA/Aneurysm	
12	15	21	21	REPUBLICA/Ready To Go	
10	12	14	21	TODD/Slink!st	
-	-	15	21	WEEZER/EI Scorcho	
-	-	10	20	R.E.M./Bittersweet Me	
-	-	10	18	LUSCIOUS JACKSON/Naked Eye	
-	-	13	18	COUNTING CROWS/Angels Of...	
29	27	20	18	SOCIAL DISTORTION/Was Wrong	
10	20	18	15	LOCAL H/Bound For The Floor	
-	-	17	15	KORN/No Place To Hide	
-	-	12	15	FUN LOVIN' CRIMINALS/Scobby Snacks	
-	-	20	16	14	SCREAMING TREES/Sworn And Broken
10	14	13	14	WALLFLOWERS/6th Avenue Heartache	
19	20	18	12	BECK/Devis Haircut	
14	16	10	12	FILTER/Jurassitol	
19	20	12	12	GOLDFINGER/Mable	




MARKET #4

KITS/San Francisco
(415) 512-1053
Sands/West/Axelsen

PLAYS

3W	2W	LW	TW	ARTIST/TITLE	
17	25	21	31	SUBLIME/What I Got	
-	-	11	18	30	DRIFT/AL/The Box
20	31	23	28	EELS/Novocaine For...	
28	30	20	28	SEBADOH/Ocean	
-	-	14	28	COUNTING CROWS/Angels Of...	
32	30	15	25	BECK/Devis Haircut	
25	24	15	25	R.E.M./E-Bow The Letter	
16	19	14	25	KULA SHAKER/Tatva	
23	24	23	23	CAKE/The Distance	
27	30	22	22	SOCIAL DISTORTION/Was Wrong	
-	-	13	22	LEMONTHEADS/If I Could Talk...	
16	16	9	22	EGGY TAH/Whoever You Are	
-	-	11	20	HEADS/Damage I've Done	
-	-	12	20	FOUNTAINS OF WAYNE/Sunk To The Bottom	
-	-	12	19	LUSCIOUS JACKSON/Naked Eye	
-	-	17	17	BT/Blue Skies	
-	-	8	15	NIRVANA/Aneurysm	
-	-	9	10	WEEZER/EI Scorcho	
-	-	5	10	R.E.M./Bittersweet Me	
26	29	18	10	CURE/Swamp Attraction	
17	19	13	8	OMD/Walking On...	
19	17	12	8	CARDIGANS/Lovefool	
12	21	0	8	FUN LOVIN' CRIMINALS/Scobby Snacks	
28	27	14	7	PEARL JAM/Hail, Hail	
13	8	7	5	WALLFLOWERS/6th Avenue Heartache	
12	7	7	5	SHERYL CROW/It Makes You...	
17	6	5	5	REACHAROUND/Big Chair	
15	14	5	5	REPUBLICA/Ready To Go	
5	5	5	5	IGGY POP/Lust For Life	
5	5	5	5	SCHLEPROCK/Suburbia	




MARKET #5

WDRE/Philadelphia
(215) 884-9400
McGuinn/Russell/Eliott

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
40	40	37	42	SOUNDGARDEN/Burden In My Hand
21	38	39	42	STABBING WESTWARD/Shame
24	24	40	40	EELS/Novocaine For...
25	25	40	40	SUBLIME/What I Got
23	25	40	40	PEARL JAM/Hail, Hail
38	42	39	39	SHERYL CROW/It Makes You...
40	40	39	38	BETTER THAN EZRA/King Of New Orleans
39	37	37	38	311/Down
24	20	27	35	LOCAL H/Bound For The Floor
-	-	21	27	COUNTING CROWS/Angels Of...
23	22	24	26	FUN LOVIN' CRIMINALS/Scobby Snacks
28	30	29	26	EGGY TAH/Whoever You Are
25	26	27	25	REPUBLICA/Ready To Go
23	24	22	25	TRACY BONHAM/The One
-	-	17	24	SMASHING PUMPKINS/Muzzle
-	-	26	24	POE/Angrly Johnny
-	-	13	23	R.E.M./Bittersweet Me
16	18	18	21	SOCIAL DISTORTION/Was Wrong
19	19	20	20	NIRVANA/Aneurysm
-	-	18	19	LEMONTHEADS/If I Could Talk...
19	19	17	19	SOUL COUGHING/Soundtrack To Mary
15	21	22	19	TRIP 66/One Desire
5	18	18	18	TONIC/Open Up Your Eyes
13	17	17	18	LOVE HUSKIES/Emotional Stitches
16	17	15	18	WEEZER/EI Scorcho
9	7	20	17	PHISH/Free
16	16	17	17	GOLDFINGER/Mable
20	17	18	17	SEBADOH/Ocean
11	11	12	16	MARILYN MANSON/The Beautiful People




MARKET #6

CIMX/Detroit
(313) 961-9811
Brookshaw/Cannova

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
50	46	49	82	311/Down
21	29	81	80	EELS/Novocaine For...
46	47	49	80	SUBLIME/What I Got
23	27	78	78	ALANIS MORISSETTE/Head Over Feet
5	36	42	42	CAKE/The Distance
-	-	31	72	COUNTING CROWS/Angels Of...
46	48	69	69	SMASHING PUMPKINS/Muzzle
-	-	2	49	ALICE IN CHAINS/Would?
-	-	18	41	LUSCIOUS JACKSON/Naked Eye
10	11	16	40	SOCIAL DISTORTION/Was Wrong
-	-	39	39	WALLFLOWERS/6th Avenue Heartache
38	37	36	37	SHERYL CROW/It Makes You...
-	-	5	36	SOUNDGARDEN/Blow Up...
21	21	20	26	STONE TEMPLE PILOTS/Lady Picture Show
25	24	25	34	PEARL JAM/Hail, Hail
46	49	44	44	TODD/Slink!st
24	27	25	32	WEEZER/EI Scorcho
-	-	30	30	NO DOUBT/Don't Speak
47	47	45	29	SPONGE/Have You Seen Mary
26	25	28	28	BLUES TRAVELER/But Anyway
2	4	26	26	LOCAL H/Bound For The Floor
14	4	26	26	NIRVANA/Aneurysm
-	-	7	25	TRAGICALLY HIP/Girl Shop
4	19	17	24	PEARL JAM/Hail, Hail
-	-	17	22	BECK/Devis Haircut
-	-	16	25	BECK/Devis Haircut
-	-	12	14	IGGY POP/Lust For Life
31	32	27	19	MARILYN MANSON/The Beautiful People
13	17	18	18	SANDBOX/Curious
28	26	27	18	FILTER/Jurassitol




MARKET #6

WHYT/Detroit
(313) 871-3030
Michaels/Tear

PLAYS

3W	2W	LW	TW	ARTIST/TITLE	
45	44	45	44	NO DOUBT/Spiderwebs	
45	44	45	44	DISHWALLA/Counting Blue Cars	
23	27	41	41	WALLFLOWERS/6th Avenue Heartache	
44	43	44	44	ALANIS MORISSETTE/Head Over Feet	
38	44	42	42	BARENAKED LADIES/The Old Apartment	
26	30	27	39	SHERYL CROW/It Makes You...	
42	37	35	36	DONNA LEWIS/I Love You Always...	
16	27	34	31	SOUNDGARDEN/Burden In My Hand	
25	30	30	31	BETTER THAN EZRA/King Of New Orleans	
25	40	33	29	PRIMITIVE RADIO GODS/Standing Outside...	
18	19	27	29	REPUBLICA/Ready To Go	
42	38	27	29	CRANBERRIES/Free To Decide	
45	35	29	29	REFRESHMENTS/Banditos	
21	26	22	29	GOOD DOLL\$/Long Way Down	
13	17	24	28	SUBLIME/What I Got	
-	-	19	28	OASIS/Don't Look Back...	
26	30	38	28	BUTTHOLE SURFERS/Pepper	
11	24	24	27	BLUES TRAVELER/But Anyway	
-	-	14	27	COUNTING CROWS/Angels Of...	
13	25	23	27	311/Down	
15	25	26	24	PATTI ROEBERG/Inside	
20	24	24	24	LENNY KRAVITZ/Can't Get You Off...	
-	-	10	14	22	SARAH MCLACHLAN/Possession
28	18	13	20	SMASHING PUMPKINS/Tonight, Tonight	
18	19	18	18	EELS/Novocaine For...	
18	18	17	18	EGGY TAH/Whoever You Are	
17	18	20	16	POE/Angrly Johnny	
11	12	15	15	STONE TEMPLE PILOTS/Trippin' On A Hole...	
-	-	8	15	PHISH/Free	



MARKET #7

KDGE/Dallas
(214) 770-7777
Folger/Peer/Smith

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
30	31	31	56	ALANIS MORISSETTE/Head Over Feet
42	35	56	53	NO DOUBT/Spiderwebs
22	16	40	39	OASIS/Don't Look Back...
40	36	29	29	EELS/Novocaine For...
42	36	49	27	TOADIES/Tyler
43	35	27	25	EGGY TAH/Whoever You Are
-	-	29	22	SMASHING PUMPKINS/Muzzle
-	-	14	23	COUNTING CROWS/Angels Of...
29	27	23	23	R.E.M./Bittersweet Me
42	39	14	22	311/Down
31	32	22	21	REPUBLICA/Ready To Go
9	14	13	21	SOCIAL DISTORTION/Was Wrong
7	11	19	21	WEEZER/EI Scorcho
36	29	21	21	SUBLIME/What I Got
18	22	24	18	MAFBOX 20/Long Day
25	22	11	17	PEARL JAM/Hail, Hail
-	-	17	10	NO DOUBT/Don't Speak
28	14	17	16	311/AI Mixed Up
-	-	14	16	BECK/Devis Haircut
18	15	15	15	

ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

the 105.9 MARKET #19
WXDX/Pittsburgh
(412) 937-1441
Castellino/Diana

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	36	35	37		PATTI ROTHBERG/Inside
34	35	33	36		SPONGE/Wax Ecstatic (To...)
33	33	34	36		SOUNDGARDEN/Burden In My Hand
29	28	31	35		DAVE MATTHEWS BAND/So Much To Say
34	34	34	34		SCREAMING TREES/All I Know
35	34	34	34		311/Down
34	35	35	34		SMASHING PUMPKINS/Muzzle
30	32	34			PEARL JAM/Who You Are
24	24	34			SHERYL CROW/Everyday Is...
35	34	33			REPUBLICA/Ready To Go
35	34	33			ALANIS MORISSETTE/Head Over Feet
28	28	29			R.E.M./The Wake-Up Bomb
26	27	29			STABBING WESTWARD/Shame
22	17	28			SUBLIME/What I Got
-	20	27			RUSTED ROOT/Sister Contine
-	21	28			COUNTING CROWS/Angels Of...
28	27	28			TRACY BONHAM/The One
27	28	33			EELS/Novocaine For...
24	27	27			SOCIAL DISTORTION/I Was Wrong
35	34	35			BECK/Where It's At
29	30	28			NADA SURF/Popular
22	21	18			GGGY TAH/Whoever You Are
-	19	22			LOCAL H/Bound For The Floor
28	29	31			SEBADOH/Ocean
-	20	21			KRISTEN BARRY/Created
-	20	19			NIRVANA/Aneurysm
17	15	11			WEEZER/Scorcho
-	-	-			BECK/Devis Haircut
-	-	-			D GENERATION/No Way Out
-	10	13			NIRVANA/Aneurysm

edge 101.5FM MARKET #20
KEOJ/Phoenix
(602) 266-1360
Hart/Patyk

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
60	57	54	56		RAGE AGAINST...Bulls On Parade
23	23	35	56		SOUNDGARDEN/Burden In My Hand
23	19	41	54		METALLICA/Until It Sleeps
53	57	53			BUSH/Machinehead
17	19	56			NO DOUBT/Spiderswebs
56	61	59			311/Down
41	20	26			SOUNDGARDEN/Pretty Noose
33	33	32			CAKE/The Distance
37	33	32			MARILYN MANSON/The Beautiful People
16	21	31			EELS/Novocaine For...
28	25	31			SUBLIME/What I Got
21	35	29			NIRVANA/Aneurysm
55	56	29			PEARL JAM/Who You Are
35	30	29			SOCIAL DISTORTION/I Was Wrong
40	59	41			STONE TEMPLE PILOTS/Trrippin' On A Hole...
-	13	24			NO DOUBT/Don't Speak
43	20	26			BUTTHOLE SURFERS/Pepper
11	21	23			BECK/Where It's At
-	-	15			SMASHING PUMPKINS/Muzzle
25	22	23			R.E.M./Bow The Letter
15	11	14			R.E.M./Bittersweet Me
-	-	22			311/All Mixed Up
21	20	18			SMASHING PUMPKINS/Tonight, Tonight
15	17	20			RAGE AGAINST...People Of The Sun
43	57	44			ALICE IN CHAINS/Over Now
-	-	13			ALANIS MORISSETTE/Head Over Feet
22	20	14			WEEZER/Scorcho
11	16	10			TOOL/Stinkstif
-	-	13			LOCAL H/Bound For The Floor
-	12	16			PEARL JAM/Hail, Hail

101.5FM MARKET #20
KZON/Phoenix
(602) 258-8181
Pugli/Smith

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	26	28	32		DAVE MATTHEWS BAND/So Much To Say
28	26	33	31		BETTER THAN EZRA/King Of New Orleans
14	14	21	30		CHALK FARM/Lie On Lie
21	25	31	30		WALLFLOWERS/6th Avenue Heartache
18	20	29			SHERYL CROW/It Makes You...
30	26	31	23		WHY STORE/Father
-	-	8	18		NO DOUBT/Don't Speak
17	14	17	18		PATTI ROTHBERG/Inside
10	13	17			SEMISONIC/If I Run
15	15	17			REPUBLICA/Ready To Go
-	-	8	17		SEBADOH/Ocean
4	14	17			SHAWN COLVIN/Get Out Of This...
9	16	13			CURE/Strange Attraction
15	14	16			GIN BLOSSOMS/As Long As It...
14	15	12			HOOTIE & BLOWFISH/Tucker's Town
-	-	6	14		COUNTING CROWS/Angels Of...
17	14	16			GGGY TAH/Whoever You Are
12	9	10			LEAH ANDREONE/It's Alright...
15	11	14			NO DOUBT/Don't Speak
12	11	14			TRACY CHAPMAN/New Beginning
-	-	6	13		MATCHBOX 20/Long Day
12	11	13			PEARL JAM/Smile
5	10	12			NO DOUBT/Spiderswebs
17	11	13			MYSTERIES OF LIFE/Feel My Way
-	-	4	11		PAUL WESTERBERG/Ain't Got Me
8	10	9			POE/Angrny Johnny
9	10	11			SCREAMING TREES/All I Know
4	9	11			SUBLIME/What I Got
-	5	10			ELEANOR MCEVOY/Precious Little

107.9END MARKET #22
WENZ/Cleveland
(216) 861-0100
Robertson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
45	42	46	50		R.E.M./Bow The Letter
-	-	-	50		PEARL JAM/Hail, Hail
24	48	49			WALLFLOWERS/6th Avenue Heartache
20	18	48			SOCIAL DISTORTION/I Was Wrong
21	45	49			STABBING WESTWARD/Shame
45	45	48			SOUNDGARDEN/Burden In My Hand
-	-	20	48		SUBLIME/What I Got
37	37	44			ALICE IN CHAINS/Over Now
22	19	20			EELS/Novocaine For...
18	20	19			SEBADOH/Ocean
-	-	21	21		REPUBLICA/Ready To Go
-	-	14	21		IGGY POP/Lust For Life
-	-	22	20		LEMONHEADS/If I Could Talk...
21	23	20			NEUROTIC OUTSIDERS/Jerk
43	43	20			SHERYL CROW/It Makes You...
20	21	19			WEEZER/Scorcho
-	-	23	19		SCREAMING TREES/Sworn And Broken
23	23	21			WILD COLONIALS/Charm
-	-	23	20		PHISH/Free
20	19	20			TONIC/Open Up Your Eyes
-	-	19	19		SPONGE/Have You Seen Mary
-	-	21	18		GGGY TAH/Whoever You Are
18	20	18			LOCAL H/Bound For The Floor
14	15	15			NY LOOSE/Smile
-	-	10	18		NO DOUBT/Don't Speak
-	-	9	19		PHISH/Free
15	21	19			METALLICA/Until It Sleeps
39	42	36			PEARL JAM/Who You Are
18	18	16			SMASHING PUMPKINS/Muzzle
28	25	18			STONE TEMPLE PILOTS/Trrippin' On A Hole...
-	-	10	17		BECK/Devis Haircut

Wmms 100.5 FM MARKET #22
Wmms/Cleveland
(216) 781-9667
Neumann

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
42	43	45	41		TONIC/Open Up Your Eyes
32	29	25	39		BETTER THAN EZRA/King Of New Orleans
39	40	37			SHERYL CROW/It Makes You...
39	41	37			REPUBLICA/Ready To Go
29	38	39			ALICE IN CHAINS/Agam
21	34	36			R.E.M./Bow The Letter
22	29	30			SUBLIME/What I Got
-	-	19			COUNTING CROWS/Angels Of...
-	-	19			SOCIAL DISTORTION/I Was Wrong
29	30	29			LOCAL H/Bound For The Floor
18	26	29			ASH/Goldfinger
19	20	27			METALLICA/Here Of The Day
-	-	28			PEARL JAM/Hail, Hail
40	43	44			SOUNDGARDEN/Burden In My Hand
34	30	31			SHERYL CROW/It Makes You...
14	25	26			NIRVANA/Aneurysm
27	26	27			GOO GOO DOLLS/Long Way Down
20	19	25			FUN LOVIN' CRIMINALS/Scabby Snacks
-	-	5	23		CHALK FARM/Lie On Lie
26	24	22			WALLFLOWERS/6th Avenue Heartache
21	20	23			311/Down
-	-	21			STONE TEMPLE PILOTS/Lady Picture Show
18	20	18			LOCAL H/Bound For The Floor
20	20	19			STABBING WESTWARD/Shame
9	9	19			PHISH/Free
15	21	19			METALLICA/Until It Sleeps
39	42	36			PEARL JAM/Who You Are
18	18	16			SMASHING PUMPKINS/Muzzle
28	25	18			STONE TEMPLE PILOTS/Trrippin' On A Hole...
-	-	10	17		BECK/Devis Haircut

KTCL MARKET #23
KTCL/Denver
(303) 623-9330
Hayes

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
22	25	24	24		GGGY TAH/Whoever You Are
24	23	25	24		BECK/Devis Haircut
24	25	24			SUBLIME/What I Got
24	25	24			SUBLIME/What I Got
25	23	24			EELS/Novocaine For...
24	25	24			CHARM FARM/Superst
6	13	15			R.E.M./Bittersweet Me
24	23	22			PEARL JAM/Smile
-	-	22			COUNTING CROWS/Angels Of...
-	-	21			LUSCIOUS JACKSON/Naked Eye
19	16	18			LOCAL H/Bound For The Floor
22	20	19			SOUL COUGHING/Soundtrack To Mary
-	-	5	13		SCREAMING TREES/Sworn And Broken
8	10	17			REFRESHMENTS/Down Together
18	17	18			FUN LOVIN' CRIMINALS/Scabby Snacks
-	-	9	17		MIDNIGHT OIL/Underwater
22	24	24			REVEREND HORTON HEAT/It's Martini Time
17	17	17			WEEZER/Scorcho
14	17	17			LEMONHEADS/If I Could Talk...
17	18	17			CAKE/The Distance
16	19	17			RUBY/This Is
14	16	19			REPUBLICA/Ready To Go
16	18	20			SOCIAL DISTORTION/I Was Wrong
11	17	15			IGGY POP/Lust For Life
25	23	15			R.E.M./Departure
16	15	15			SUZANNE VEGA/No Cheap Thrill
5	8	6			ORBITAL/The Box
17	18	15			WILD COLONIALS/Charm
5	10	12			DISHWALL/Charlie Brown's...
-	-	5	14		LEAH ANDREONE/It's Alright...

KTCL MARKET #24
KNRK/Portland, OR
(503) 223-1441
Hamilton/Souther

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	33	33	36		CAKE/The Distance
23	34	35	35		SUBLIME/What I Got
20	20	32	34		ALICE IN CHAINS/Over Now
27	37	35	34		EELS/Novocaine For...
34	35	33			PEARL JAM/Hail, Hail
25	37	35	30		STONE TEMPLE PILOTS/Trrippin' On A Hole...
36	37	36	30		EVERCLEAR/You Make Me Feel...
18	16	26	27		STABBING WESTWARD/Shame
-	-	20	24		COUNTING CROWS/Angels Of...
14	19	24	23		GGGY TAH/Whoever You Are
10	19	23	22		BECK/Devis Haircut
21	19	23	22		SMASHING PUMPKINS/Muzzle
-	-	21	22		WILD COLONIALS/Charm
11	19	22	21		PORNO FOR PYRDS/100 Ways
13	13	21	21		REFRESHMENTS/Down Together
-	-	21	20		LEMONHEADS/If I Could Talk...
10	9	20	19		BETTER THAN EZRA/King Of New Orleans
20	14	19			SOCIAL DISTORTION/I Was Wrong
10	14	18			WEEZER/Scorcho
-	-	18			R.E.M./Bittersweet Me
37	26	11	17		FUN LOVIN' CRIMINALS/Scabby Snacks
12	15	23	27		R.E.M./Bow The Letter
13	13	22	17		SCREAMING TREES/Sworn And Broken
-	-	-	14		SOUNDGARDEN/Blow Up...
37	37	13	14		BUTTHOLE SURFERS/Pepper
6	6	10	13		TOOL/Stinkstif
36	20	8	12		POE/Angrny Johnny
10	11	12			REPUBLICA/Ready To Go
21	22	11			SEBADOH/Ocean
8	13	11			WALLFLOWERS/6th Avenue Heartache

WAOZ MARKET #25
WAOZ/Cincinnati
(513) 621-9326
Harris/Schlesier

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	32	36	53		REPUBLICA/Ready To Go
24	24	46	51		FUN LOVIN' CRIMINALS/Scabby Snacks
25	25	39	48		EELS/Novocaine For...
47	47	36	45		BUTTHOLE SURFERS/Pepper
47	47	36	45		PEARL JAM/Hail, Hail
12	12	45	41		R.E.M./Bow The Letter
-	-	16	38		CHALK FARM/Lie On Lie
33	33	44	36		SHERYL CROW/It Makes You...
46	46	33	34		MAGNAPOP/Open The Door
24	24	19	30		NO DOUBT/Spiderswebs
13	13	40	30		SOUL COUGHING/Soundtrack To Mary
35	35	43	29		BECK/Where It's At
27	27	20	24		SUBLIME/What I Got
14	14	18	22		GGGY TAH/Whoever You Are
13	13	18	21		WEEZER/Scorcho
-	-	14	21		MIDNIGHT OIL/Underwater
23	23	20	20		LEAH ANDREONE/It's Alright...
-	-	15	19		

NEW MUSIC SPECIALTY SHOWS

Only The Blind Could Miss 'Naked Eye'

Hail the all-wise R&R Specialty Show hosts! Their infinite wisdom made my record of the moment, **Luscious Jackson's** "Naked Eye" No.1. **KOME/San Jose** (already a fulltime add), **XHRM/San Diego** (ditto), and **WHFS/Washington** (likewise) all came in. While **David Lee Roth** gets screwed (again), **Nerf Herder's** "Van Halen" gets superstar treatment from the panel. Play at **KPNT/St. Louis**, **WDST/Poughkeepsie**, and **KTBZ/Houston** help propel it to No. 2. **Suicide Machines** sends no distress signal over coming in at No. 3. Meanwhile, **Kula Shaker** begins its assault on the States, and, of course, it's the **R&R Specialty Show** panel that will lead the way...

SIGNIFICANT ACTION

Here is a look at the top artists from R&R's exclusive panel of specialty reporters:

- LUSCIOUS JACKSON** (*Grand Royal/Capitol*)
- NERF HERDER** (*My*)
- SUICIDE MACHINES** (*Hollywood*)
- SEBADOH** (*Sub Pop*)
- CAKE** (*Capricorn/Mercury*)
- JANE JENSEN** (*Flip/Ichiban*)
- CATHERINE** (*TVT*)
- PURE** (*Mammoth/Atlantic*)
- THEY MIGHT BE GIANTS** (*Elektra/EEG*)
- PLACEBO** (*Caroline*)

GAINING MOMENTUM

- BABY FOX** (*Roadrunner*)
Airplay Includes: KFMA, WDST, XHRM
- KULA SHAKER** (*Columbia*)
Airplay Includes: KDGE, KOME, WNNX
- EVERCLEAR** (*Mammoth/Atlantic*)
Airplay Includes: KNRQ, KNDD, WBTZ
- BUTTER 08** (*Grand Royal*)
Airplay Includes: KXRK, WHFS, WRLG
- BILLY BRAGG** (*Elektra/EEG*)
Airplay Includes: KCXX, WNNX, WZRH
- FASTBACKS** (*Sub Pop*)
Airplay Includes: WBCN, WDST, WEJE
- FAILURE** (*Slash/WB*)
Airplay Includes: KJEE, WDRE, WROX
- LAZY** (*Roadrunner*)
Airplay Includes: WMRQ, WOXY, WZRH
- SUPERDRAG** (*Elektra/EEG*)
Airplay Includes: KXTE, KISF, WRLG
- DESCENDENTS** (*Epitaph*)
Airplay Includes: KDGE, KROQ, XTRA

KXTE/Las Vegas

It Hurts When I Pee
Sunday, September 29



- TOOL** Forty Six & Two (*Zoo*)
- DARLAHOOD** Grow Your Own (*Reprise*)
- NERF HERDER** Van Halen (*My*)
- LUSCIOUS JACKSON** Naked Eye (*Grand Royal/Capitol*)
- PURE** Anna (*Mammoth/Atlantic*)
- FAILURE** Stuck On You (*Slash/WB*)
- SUICIDE MACHINES** SOS (*Hollywood*)
- NY LOOSE** Dragonfly (*Hollywood*)
- GARBAGE** Supervixen (*Almo Sounds/Geffen*)
- SUPERDRAG** Destination Ursa Major (*Elektra/EEG*)
- MARILYN MANSON** Antichrist Superstar (*Nothing/Interscope*)
- CATHERINE** Four Leaf Clover (*TVT*)

NEW MUSIC SCENE

- **Artist:** Tonic
- **Track:** "Open Up Your Eyes"
- **LP:** "Lemon Parade"
- **Producer:** Jack Joseph Puig
- **Label:** Polydor/A&M



Tonic

• **Essentials:** Once a record establishes an undeniable presence in a marketplace, then comes the call, "all-format." Such is the case for **Tonic**, which, after going No. 1 at Active Rock, is now beginning to call-out for the first tier of supporters at Alternative.

Dan Rothchild (bass) proved himself to be a capable producer in his own right with his work with **Better Than Ezra**. So knobtwister **Jack Joseph Puig** (*Belly, Jellyfish*) had a band that was more than studio-aware. **Emerson Hart** (vocals/guitar), **Jeff Russo** (guitar), and **Kevin Shepard** (drums) round out a band that also has built a live following,

playing arenas in some markets. If you're looking to get in touch with your masculine side, open up your ears to "Eyes."

• **Influences:** Minor Threat, Dada, Cracker

• **Artist POV:** Says Russo, "Our music is a little heavy, a little light. We try to find an emotional feel. The songs are like our children; we pour our hearts into them."

— Sky Daniels

New Music Scene highlights breaking artists charting for the first time.

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p>WEQX/Albany, NY Download Sunday 7-10pm Mark Dark Wallflowers "6th Avenue Heartache" Phish "Free" Poe "Angry Johnny" R.E.M. "Bittersweet Me" Cake "The Distance"</p>	<p>WAQZ/Cincinnati, OH Before The Revolution Weeknights midnight-1am Mystery Wagon "Is This All" Psychotica "Ice Planet Hell" Nerf Herder "What The Sun Kissed" Black 47 "Green Suede Shoes" Suzanne Vega "No Cheap Thrill"</p>	<p>WEJE/Ft. Wayne, IN New Music Show Sunday 8:30-9:30pm Weasel Fastbacks "Just Say" Luscious Jackson "Naked Eye" Mars Needs Women "Superhero" Phish "Free" Ruth Ruth "Jerome"</p>	<p>KROQ/Los Angeles, CA Rodney On The Roo Sunday 10pm-1am Rodney Bingenheimer Bethinda Carlisle "Always Breaking My Heart" Bluetones "Marblehead Johnson" Super Furry Animals "Something For The Weekend" Neurotic Outsiders "Revolution" Descendents "I'm The One"</p>	<p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron Chemical Brothers "Setting Sun" Placebo "36 Degrees" Narf Herder "Sorry" New World Spirits "Phillip" Urge "Killing Is Easy"</p>	<p>KJEE/Santa Barbara, CA Dissonate Tendrils Sunday 10:20pm-midnight John Schroeter Furley "Work In This Universe" Luscious Jackson "Naked Eye" Satchel "Isn't That Right" Diesel Boy "Happy Street" Buck Wild "Flowerstand Girl"</p>
<p>WNNX/Atlanta, GA Planet Jill Weeknights 11-midnight Jill Melancon Heads "Damage I've Done" Luscious Jackson "Naked Eye" Titanic Love Affair "Every Little Chance" Kula Shaker "Tattva" Cake "Stickshifts And Safetybelts"</p>	<p>WOXY/Cincinnati, OH Gridloxx Sunday 11pm-1am Rob Ervin & Dan Cromer Robert Pollard "Psychic Pilot Clocks Out" Tobin Sprout "The Natural Alarm" Scrawl "Louis L'Amour" Lazy "Cherry Smash" Buffalo Daughter "Cold Summer"</p>	<p>WMRQ/Hartford, CT Spinning Unrest Sunday 8-9:30pm Steve Picard Sebadoh "Willing To Wait" Yatsura "Plastic Ashtray" Lily "Unfinished" Butter 08 "Butter 08" Skeleton Key "World's Most Famous"</p>	<p>WRLG/Nashville, TN Thunderground Radio Sunday 7-9:30pm Jason Moon Gorly's Zygod Myno "Gits Doing Each Other's Hair" East River Pipe "The Club Isn't Open" Lilys "A Nanny In Manhattan" Zumpano "Broca's Way" Lisa Germano "I Love A Snort"</p>	<p>XHRM/San Diego, CA The Flash Zone Saturday 9pm-2am Greg Pearson Skeletones "Razor Back" Jane Jensen "More Than I Can Do" Save Ferris "The World Is New" Luscious Jackson "Naked Eye" Space "Female Of The Species"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid or Marco Collins Blinker The Star "Black Eyes, Dull Care" B.T. & Tori Amos "Blues Skies" Way Out West "The Gift" D.J. Shadow "Midnight In A Perfect World" Chemical Brothers w/ Noel Gallagher "Setting Sun"</p>
<p>WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Oedipus Sandbox "Curious" Patti Rothberg "Treat Me Like Dirt" Catherine "Four Leaf Clover" Placebo "36 Degrees" Pure "Anna"</p>	<p>KDGE/Dallas, TX The Adventure Club Sunday 7-10pm Josh & Kevin Butter 08 "How Do I Relax" Peter Jefferys "Elevator Madness" Boo Radleys "Melon's Worm" Bluetones "Marblehead Johnson" Dr. Octagon "Blue Flowers"</p>	<p>KTBZ/Houston, TX Lunar Rotation Sunday 7-9:30pm David Sadof Catherine "Whisper" Fountains Of Wayne "Radiation Vibe" Jane Jensen "More Than I Can Do" Phish "Free" They Might Be Giants "Till My Head Falls Off"</p>	<p>WDRE/Philadelphia, PA First 120 Minutes Sunday 10pm-midnight Marilyn Russell They Might Be Giants "S-E-X-X-Y" Sponge "Have You Seen Mary" Failure "Saturday Saviour" Kula Shaker "Tattva" Pure "Anna"</p>	<p>XTRA/San Diego, CA Muckley's Floorboard Wednesday midnight-2am Chris Muckley Kula Shaker "Tattva" Land Of The Loops "Multi-Family Garage Sale" Jawbreaker "Sister" Trashcan Sinatras "How Can I Apply" Descendents "When I Get Did"</p>	<p>KFMA/Tucson, AZ Test Department Sunday 5-8pm Suzie Dunn & Chuck Roast Gravily Kulls "Enough" Jane Jensen "More Than I Can Do" Kula Shaker "Tattva" Baby Fox "Curly Locks" Charley "Who Shot Flair Harper Down"</p>
<p>WBTZ/Burlington, VT Spinning Unrest Sunday 9-10:30pm Steve Picard Sebadoh "Willing To Wait" Yatsura "Plastic Ashtray" Bawl "Unfinished" Butter 08 "Butter 08" Skeleton Key "World's Most Famous ..."</p>	<p>KNRQ/Eugene, OR Riding The Fringe Sunday 10-11pm Jared Aman Chronic Future "Surreal" Fluffy "Nothing" Narf Herder "Van Halen" Salt "Honour Me" Everything But The Girl "Single"</p>	<p>KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley Narf Herder "Van Halen" Luscious Jackson "Naked Eye" Failure "Stuck On You" Suicide Machines "SOS" Marilyn Manson "Antichrist Superstar"</p>	<p>WBRU/Providence, RI Breaking & Entering Wednesday Midnight-2am Matt Maloney Jon Spencer Blues Explosion "2 Kinda Love" Komeda "Boogie Woogie/Rock N'Roll" Chemical Brothers "Setting Sun" Atari Teenage Riot "Deutschland Has Gotta Die" Suede "Lazy"</p>	<p>KOME/San Jose, CA Nocturnal Noise Friday Midnight-1am Jim & Jeanette Sneaker Pimps "Tesko Suicide" Fountains Of Wayne "Radiation Vibe" Buck Wild "One Day" Jane Jensen "More Than I Can Do" Cardigans "Iron Man"</p>	<p>WHFS/Washington, DC Now Hear This Sunday 8-10:30pm Dave Marsh Luscious Jackson "Naked Eye" Girls Against Boys "Disco 666" Sebadoh "Willing To Wait" Red Aunts "Ruby" Butter 08 "Shut Up"</p>



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From Specialist To Group Leader

□ For KMTT/Seattle's Mays, management duties have gone beyond 'the Mountain'

By Sky Daniels

One recurring theme has been commonly found among format programmers facing today's new era of consolidation. These individuals were trained to focus their efforts on honing the sound of one station and one format.

Their collective mission was to become specialists in their selected format, designing a product to compete — sometimes intensely — with other stations they shared listeners with. With consolidation has come the concept of "group clusters," as owners pair stations in strategic alignment to form market franchises.

A perhaps unforeseen condition of these changes is how once-competitive "enemy PDs" can expect to now co-exist amicably in the same workplace. Some, fueled by their competitive spirit, are finding it harder to focus on the concept of "brand management." It will be a challenge for group programmers to instill this new vision among each team's individuals.

When Entercom announced the acquisition and clustering of its Seattle properties — including Oldies KBSG-AM & FM, Rock KISW-FM, Adult Alternative KMTT-FM (The Mountain), and Alternative KNDD-FM — it would become one of the most defined rock clusters in the early days of consolidation. KMTT Station Manager Chris Mays added expanded responsibilities for the cluster following the



Chris Mays

company's purchase. She chronicles the work adjustment by saying, "Different groups will utilize different methodologies in their approach. Here in Seattle, Entercom created the overall group positions of President (G. Michael Donovan), VP/GM (Bruce Blevins), Sales Manager (Lucy Rice), and the station managers that report to this group."

Redirecting Competitive Spirit

Mays recognizes that a new mindset is required in approaching the task of multiple-station management. "There has been a pronounced paradigm shift in how programmers must think. I have expanded responsibilities in on-site development, dealing with everything from how the receptionist answers the phone to the largest marketing strategies for the cluster.

"I know there are things that must happen for these clusters to be effective. One is improved communication amongst the divisions. In programming, everyone must understand the group strategy and know how they can work together to complement each other. In effect, they become brand managers buying in to provide a collective benefit."

Mays admits this paradigm shift hasn't always been a natural one. "Not everyone is able to adjust their thinking as readily or to the same degree. Programmers were trained to be fierce competitors. In the case of KISW and KNDD, there was an amazing rivalry. Now everyone at the stations are asked to redirect their energy to work together. That is a huge internal philosophical shift."

Infinite Possibilities

Mays believes that once radio accepts this new mindset, it will offer an infinite amount of possibilities. "We have an opportunity to create a powerful front to present to advertisers and the industry. Imagine the rock cluster of KISW, KMTT, and KNDD in the eyes of concert promoters. Think about what opportunities we offer to advertisers to reach the total demo. We are developing areas of economies of scale that we could never approach before.

"Tandem packaging can be applied to a number of ideas. Think of going to a service provider to say you want to develop technologies for three stations' web sites instead of one. Think of how we can now focus on true client services. Opportunities that were once too rich for one property are now attainable. Could 'the Mountain' have afforded to buy a luxury box



In programming, everyone must understand the group strategy and know how they can work together to complement each other. In effect, they become brand managers buying in to provide a collective benefit.

—Chris Mays



at [Seattle's] KeyArena for clients and listener promotions? No, but it is possible in this new era of consolidation."

Mays feels strongly about another possibility — the combined impact of the stations in charitable and community issues. "[Entercom COO/CFO] David Field and I have discussed the combined stations' community service potential. Think of the impact in our ability to benefit charity, in terms of our combined personnel and total audiences. We recently joined to support a Seattle Diversity Job Fair, giving people opportunities to seek employment and career counsel. The combined output of the stations exceeded anything that had previously been attempted. Audiences will relate to the notion of what they perceive as competitors joining together, if it's under the aegis of a charitable cause."

Does Mays feel that, with an expanded role, there could be cause for concern over burnout? "No. Entercom isn't just trying to get more out of each individual. They are giving us the ability to grow as strategists while providing the people and resources to think bigger. Certainly, the hiring of [KMTT APD] Jason Parker demonstrates that the company will give you the help you need."

Where The Similarities End

□ KBCO & KRFX/Denver PD O'Connor splits two comparable demos

Much has been said about programmers overseeing stations with dissimilar formats as a result of consolidation. But what's it like to oversee two stations with the same demographic targets? Mike O'Connor can best answer that.

As PD for both Adult Alternative KBCO-FM & Classic Rock KRFX-FM/Denver, O'Connor recognizes his challenge is to maintain different identities for two Jacor stations that possess, in his words, the same pure demographic target.

"On one hand, both properties desire 30-40-year-old men. But as any programmer will tell you these days, psychographics are where it's at. The audiences for these stations live in different places, have different musical demands, and have different lifestyle 'hot buttons.' I'm continuing to discover just how many ways there are to distinguish the two."



Mike O'Connor

In O'Connor's vigilance, he uses a physical reminder. "I keep the stations' individual mission statements taped above my desk as a constant reminder. KBCO is a stylistically broad station that will employ a deeper musical base than that of its narrowly focused competitor, KXPK-FM. KRFX is a station with a big morning show that goes beyond the limited classic hits of its main competitor. While the two may seek adult men, they can be done with very different approaches. I'm like the portfolio manager of a balanced fund versus one in a single category."

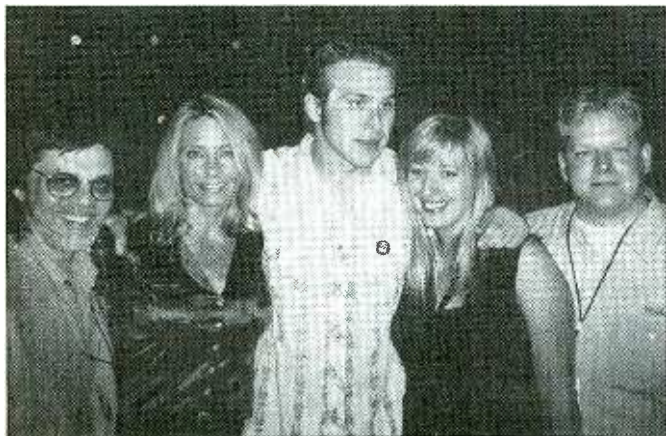
O'Connor must also keep KBCO and KRFX listeners in a separate demographic than listeners of Rock KBPI-FM, which Jacor also owns. In doing so, he echoes others beliefs in the need for dedicated, able support staffs. "In order for anyone to oversee multiple stations, they have to have people at each property who advocate precise execution points. These people, now considered APDs or MDs, in reality are single-focus managers that will supplant much of what previously was considered the PDs' role. As far as consolidation goes, the proper management model is still in the 'R&D' phase now."

While O'Connor defines single-focus as a role for support staff, he knows the managers who oversee multiple properties must maintain a singular focus. "We still have defined, express functions that we must uphold. We are to grow overall share for the stations, minimize duplication of each, and get come sharing down to 10% each. I strive to eliminate cross-station cannibalization. It wasn't long ago that seven stations in Denver were playing the same Goo Goo Dolls song. We are going to manage identities with stronger awareness now."

One factor in radio's "new world order" that isn't defined for O'Connor is a legislative one. He states, "One amazing facet of deregulation is while the FCC may have approved an eight-station market complement, the Department of Justice still scrutinizes it. You have two bodies of the government that aren't in synch with each other as to what is allowed. We couldn't talk to the staff of KBPI until the Justice Department felt secure. Now how many PDs are prepared to deal with those considerations?"

Don't Be Shy!

Since the format's artists are very radio-friendly and out there making the rounds at your stations, why not share those moments with the rest of the world? We'd love to include your snapshots in future issues of R&R, so develop your film and mail those pics to Cyndee Maxwell or Sky Daniels, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA, 90067-4004. Color shots are perfectly acceptable.



SNIDER'S DIAMOND—Margaritaville/MCA artist Todd Snider made his latest stop in L.A. a memorable one for all those in attendance. Shown propping Snider up are (l-r) MCA's David Fleischman, KZLA/L.A.'s Susan Baxter, Snider, R&R's Missy Haffley, and MCA's Bruce Wheeler.

Club R&R



ALL WANT HOFFS—London/Island recording artist Susanna Hoffs recently played a thrilling set at Club R&R with selections from her latest, and, yes, the Bangles legacy. Shown beaming are (l-r) Island's Howie Miura, R&R's Cyndee Maxwell, Kristy Reeves and Kevin McCabe, Hoffs, R&R's Missy Haffley and Sky Daniels.

OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	SHERYL CROW If It Makes You Happy (A&M)	743	747	769	730	35/0
3	3	3	2	DUNCAN SHEIK Barely Breathing (Atlantic)	678	688	641	627	37/0
1	2	2	3	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury)	677	746	718	753	35/0
7	6	5	4	SHAWN COLVIN Get Out Of This House (Columbia)	477	483	481	448	35/1
5	4	4	5	WALLFLOWERS 6th Avenue Heartache (Interscope)	476	512	516	504	24/0
—	26	14	6	R.E.M. Bittersweet Me (Warner Bros.)	438	302	218	169	33/4
14	8	7	7	MELISSA ETHERIDGE Nowhere To Go (Island)	414	398	350	308	27/1
BREAKER			8	COUNTING CROWS Angels Of The Silences (DGC/Geffen)	371	149	—	—	24/0
19	15	12	9	WALLFLOWERS One Headlight (Interscope)	357	316	276	274	25/1
12	12	11	10	TRACY CHAPMAN New Beginning (Elektra/EEG)	356	327	304	327	24/2
11	10	8	11	CHALK FARM Lie On Lie (Columbia)	338	365	335	339	28/0
—	18	16	12	PHISH Free (Elektra/EEG)	332	293	247	155	28/0
4	5	6	13	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)	312	407	507	578	25/2
BREAKER			14	CHRIS ISAAK Think Of Tomorrow (Reprise)	308	203	47	—	26/2
22	19	17	15	SUZANNE VEGA No Cheap Thrill (A&M)	304	290	243	221	31/5
26	22	18	16	LEAH ANDREONE It's Alright, It's O.K. (RCA)	304	267	234	206	26/2
25	21	20	17	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)	297	257	235	214	14/0
15	13	9	18	ELEANOR MCEVOY Precious Little (Columbia)	294	358	300	299	27/0
6	7	10	19	DAVE MATTHEWS BAND So Much To Say (RCA)	291	340	419	474	21/0
—	—	19	20	DAVE MATTHEWS BAND Two Step (RCA)	279	260	172	123	24/1
28	30	25	21	WHY STORE Father (Way Cool Music/MCA)	242	225	198	180	26/3
30	27	22	22	CRASH TEST DUMMIES He Liked To Feel It (Arista)	240	237	211	176	23/1
—	—	24	23	TOM PETTY & THE HEARTBREAKERS Climb That Hill (Warner Bros.)	233	227	139	126	21/1
23	29	26	24	STORYVILLE Good Day For The Blues (Code Blue/Atlantic)	227	217	203	221	23/2
DEBUT			25	NIL LARA How Was I To Know (Metro Blue/Capitol)	225	159	155	111	21/0
10	11	13	26	UGLY AMERICANS Vulcan Death Grip (Capricorn/Mercury)	214	304	321	372	18/0
DEBUT			27	ASHLEY MACISAAC Sleepy Maggie (A&M)	200	159	156	105	18/1
DEBUT			28	EELS Novocaine For The Soul (DreamWorks/Geffen)	197	181	171	149	12/0
13	14	21	29	JACKOPIERCE Trials (A&M)	196	245	287	324	16/0
8	9	15	30	R.E.M. E-Bow The Letter (Warner Bros.)	194	298	350	447	17/0

This chart reflects airplay from September 30-October 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 42 Adult Alternative reporters. 41 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

FIONA APPLE Shadowboxer (Work)
Total Plays: 194, Total Stations: 16, Adds: 2

ZZ TOP What's Up With That (RCA)
Total Plays: 183, Total Stations: 16, Adds: 0

JOHN MELLENCAMP Just Another Day (Mercury)
Total Plays: 181, Total Stations: 21, Adds: 1

GEGGY TAH Whoever You Are (Luaka Bop/WB)
Total Plays: 177, Total Stations: 13, Adds: 0

PAULA COLE Where Have All The Cowboys... (Imago/WB)
Total Plays: 172, Total Stations: 25, Adds: 8

MIDNIGHT OIL Underwater (Work)
Total Plays: 171, Total Stations: 19, Adds: 0

LEMONHEADS If I Could Talk I'd Tell You (Tag/Atlantic)
Total Plays: 160, Total Stations: 16, Adds: 5

HOOTIE & THE BLOWFISH Sad Caper (Atlantic)
Total Plays: 141, Total Stations: 15, Adds: 4

DC TALK Just Between You And Me (Virgin)
Total Plays: 98, Total Stations: 8, Adds: 3

BORROWERS Beautiful Struggle (Guardian)
Total Plays: 95, Total Stations: 12, Adds: 2

Songs ranked by total plays.

BREAKERS

COUNTING CROWS

Angels Of The Silences (DGC/Geffen)

TOTAL PLAYS/INCREASE: 371/222
TOTAL STATIONS/ADDS: 24/0
CHART: 8

CHRIS ISAAK

Think Of Tomorrow (Reprise)

TOTAL PLAYS/INCREASE: 308/105
TOTAL STATIONS/ADDS: 26/2
CHART: 14

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
PAULA COLE Where Have All The Cowboys... (Imago/WB)	8
FINN BROTHERS Suffer Never (Discovery)	6
LEMONHEADS If I Could Talk I'd Tell You (Tag/Atlantic)	5
SUZANNE VEGA No Cheap Thrill (A&M)	5
WILCO Outtasite (Outta Mind) (Reprise)	5
HOOTIE & THE BLOWFISH Sad Caper (Atlantic)	4
R.E.M. Bittersweet Me (Warner Bros.)	4
ROBERT BRADLEY California (RCA)	3
BILLY BRAGG Upfield (Elektra/EEG)	3
CRANBERRIES When You're Gone (Island)	3
DC TALK Just Between You And Me (Virgin)	3
PATTI ROTHBERG Treat Me Like Dirt (EMI)	3
RUSTED ROOT Sister Contine (Mercury)	3
DARDEN SMITH Running Kind (Plump)	3
WHY STORE Father (Way Cool Music/MCA)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COUNTING CROWS Angels Of The Silences (DGC/Geffen)	+222
R.E.M. Bittersweet Me (Warner Bros.)	+136
CHRIS ISAAK Think Of Tomorrow (Reprise)	+105
HOOTIE & THE BLOWFISH Sad Caper (Atlantic)	+78
NIL LARA How Was I To Know (Metro Blue/Capitol)	+66
PAULA COLE Where Have All The Cowboys... (Imago/WB)	+57
CRANBERRIES When You're Gone (Island)	+56
LEMONHEADS If I Could Talk I'd Tell You (Tag/Atlantic)	+55
DC TALK Just Between You And Me (Virgin)	+43
ASHLEY MACISAAC Sleepy Maggie (A&M)	+41
RUSTED ROOT Sister Contine (Mercury)	+41
WALLFLOWERS One Headlight (Interscope)	+41

Breakers: Songs registering 250 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

nil lara

“How Was I To Know”

AA CHART DEBUT

25

MOST INCREASED PLAY +66

ON 21 STATIONS INCLUDING:

WPLL KBCO CIDR KSCA
WXRV KUPR WMMO KTMN
WXPB WRLT

TOURING WITH: LOS LOBOS: 10/8-10/19
RUSTED ROOT 10/30-11/30 ...MORE TBA!



OCTOBER 11, 1996

3W	2W	LW	TW	ARTIST	TITLE	LABEL(S)	TOTAL STATIONS/ADDS	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)	
5	3	2	1	SHERYL CROW	Sheryl Crow	(A&M)	41/0	998	+17	"Happy" (743) "Everyday" (105) "Change" (66)	
2	1	1	2	JOHN MELLENCAMP	Mr. Happy Go Lucky	(Mercury)	39/0	942	-68	"Key" (677) "Day" (181) "Full" (37)	
1	2	3	3	R.E.M.	New Adventures In Hi-Fi	(Warner Bros.)	40/0	895	-20	"Me" (438) "Letter" (194) "Electro" (133)	
3	4	4	4	WALLFLOWERS	Bringing Down The Horse	(Interscope)	39/0	855	+5	"Heartache" (476) "Headlight" (357) "Marleans" (8)	
7	7	6	5	DUNCAN SHEIK	Duncan Sheik	(Atlantic)	37/0	683	-10	"Barely" (678) "Runs" (5)	
6	6	7	6	DAVE MATTHEWS BAND	Crash	(RCA)	36/0	627	-36	"Say" (291) "Two" (279) "Crash" (27)	
4	5	5	7	TOM PETTY & THE HEARTBREAKERS	She's The One	(Warner Bros.)	34/1	613	-93	"Walls" (312) "Hill" (233) "Angel" (25)	
8	8	8	8	SHAWN COLVIN	A Few Small Repairs	(Columbia)	35/1	562	+48	"House" (477) "Sunny" (30) "Wichita" (16)	
9	9	9	9	TRACY CHAPMAN	New Beginning	(Elektra/EEG)	29/2	457	+24	"Beginning" (356) "Reason" (93) "Tell" (4)	
19	11	10	10	MELISSA ETHERIDGE	Your Little Secret	(Island)	28/1	423	+16	"Nowhere" (414) "Come" (5) "Shriner's" (4)	
26	12	11	11	ALANIS MORISSETTE	Jagged Little Pill	(Maverick/Reprise)	16/0	420	+27	"Head" (297) "Learn" (74) "Ironic" (44)	
DEBUT				12	COUNTING CROWS	Recovering The Satellites	(DGC/Geffen)	25/0	371	+222	"Angels" (371)
16	13	12	13	CHALK FARM	Notwithstanding	(Columbia)	28/0	338	-27	"Lie" (338)	
—	26	18	14	PHISH	Billy Breathes	(Elektra/EEG)	28/0	332	+39	"Free" (332)	
17	17	15	15	WHY STORE	Why Store	(Way Cool Music/MCA)	28/1	327	+2	"Father" (242) "Water" (85)	
29	22	16	16	SUZANNE VEGA	Nine Objects Of Desire	(A&M)	31/4	326	+16	"Thrill" (304) "Stockings" (12) "World" (7)	
11	10	14	17	PEARL JAM	No Code	(Epic)	21/0	326	-23	"Who" (121) "Off" (104) "Smile" (49)	
—	—	30	18	CHRIS ISAAK	Baja Sessions	(Reprise)	27/2	321	+113	"Tomorrow" (308) "Wonder" (7) "Wrong" (3)	
30	29	19	19	LEAH ANDREONE	Veiled	(RCA)	26/2	309	+37	"Alright" (304) "Who" (5)	
21	16	13	20	ELEANOR MCEVOY	What's Following Me	(Columbia)	27/0	304	-54	"Precious" (294) "Biochem" (10)	
—	30	22	21	CRASH TEST DUMMIES	A Worm's Life	(Arista)	28/1	293	+27	"Liked" (240) "Outlived" (27) "Worm's" (13)	
13	14	20	22	HOOTIE & THE BLOWFISH	Fairweather Johnson	(Atlantic)	22/2	283	+15	"Sad" (141) "Town" (115) "Old" (12)	
—	24	24	23	FIONA APPLE	Tidal	(Work)	20/3	265	+11	"Shadowboxer" (194) "Sleep" (35) "Criminal" (32)	
27	—	29	24	STORYVILLE	A Piece Of Your Soul	(Code Blue/Atlantic)	24/2	244	+12	"Good" (227) "Blind" (17)	
20	21	—	25	CRANBERRIES	To The Faithful Departed	(Island)	16/2	240	+53	"Decide" (163) "Gone" (56) "Still" (19)	
—	—	—	26	NIL LARA	Nil Lara	(Metro Blue/Capitol)	22/0	236	+59	"How" (225) "Bleeding" (6) "Free" (5)	
25	27	26	27	KEB' MO'	Just Like You	(Okeh/Epic)	16/0	228	-20	"That's" (97) "Home" (78) "Standin'" (17)	
14	15	17	28	UGLY AMERICANS	Stere ophonic Spanish	(Capricorn/Mercury)	19/0	226	-78	"Vulcan" (214) "Turn" (12)	
24	—	—	29	LYLE LOVETT	The Road To Ensenada	(Curb/MCA)	18/0	213	+21	"Private" (104) "Right" (36) "Mistake" (24)	
DEBUT				30	PAULA COLE	This Fire	(Imago/WB)	27/8	210	+64	"Cowboys" (172) "Hush" (8) "Fire" (7)

This chart reflects airplay from September 30-October 6. Albums ranked by total plays, with plays from all cuts from an album combined. 42 Adult Alternative reporters. 41 current playlists. © 1996, R&R Inc.

REPORTERS		Stations and their adds by track listed alphabetically by market	
WXLE/Albany, NY PD: Cliff Nash PAULA COLE "Cowboys" RUSTED ROOT "Sister"	WBOS/Boston, MA PD/MO: Jim Heira 3 FINN BROTHERS "Suffer" DC TALK "Just" SHERYL CROW "Everyday" JOHN MELLENCAMP "Life" DASIS "Angel" ASHLEY MAGISAAC "Magpie" WONDERS "Thing"	WXRC/Charlotte, NC PD: Anthony Michaels 4 TOM PETTY & HB "Walls" HOOTIE & BLOWFISH "Sad" SUZANNE VEGA "Thrill" STIR "Dances"	CIOR/Detroit, MI PD: Murray Brookshaw MD: Ann Delisi PAULA COLE "Cowboys" DAVE MATTHEWS BAND "Two" RUSTED ROOT "Sister"
KGSR/Austin, TX PD: Jody Denberg MD: Susan Castle 3 SYD STRAW "Time" IRIS DEMENT "Wasteland" JOHN CALE "Dancing" WILCO "Outtaste" BILLY BRAGG "Upfield" SQUIRREL NUT ZIPPERS "Lid" SUZANNE VEGA "Casual" FINN BROTHERS "Suffer" BELLA FLECK "South" WALLFLOWERS "Marleans" VAN MORRISON "Count" KATE & ANNA "Harem" MAZZY STAR "December"	WXRV/Boston, MA PD: Joanne Doady MD: Mike Mulhany 5 SUZANNE VEGA "Stockings" 4 V-ROYS "Sooner" 2 JASON FALKNER "Bed" 2 DRIVING BLIND "Fly" 1 TDRI AMOS "Fire" SHAWN COLVIN "House"	WXRT/Chicago, IL VP/Programming: Norm Winer MD: Patty Martin 5 WILCO "Outtaste" STORYVILLE "Good" RUSTED ROOT "Faith"	WJBF/Fl. Myers, FL PD: Buczyński MD: Chad Chumly R.E.M. "Me" FIONA APPLE "Criminal" DC TALK "Just"
KFXD/Boise, ID PD: Greg Roberts MD: Kevin Welch 13 CRASH TEST DUMMIES "Outlived" 8 PATTI ROTHBERG "Treat" 3 JEWEL "You" ERIC HAMILTON BAND "Wall" UGLY AMERICANS "Turn" MELISSA ETHERIDGE "Nowhere" FINN BROTHERS "Suffer" FRANCIENE REED "Mercy"	WNCN/Burlington, VT PD: Glenn Roberts MD: Jody Peterson 4 FINN BROTHERS "Suffer" BOXING GANDHIS "Promised" CHRIS ISAAK "Tomorrow" FIONA APPLE "Shadowbox" LEMONHEADS "Could" PATTI ROTHBERG "Treat"	KBXR/Columbia, MO DM: Michael Perry PD/MO: Dave Keeler "Fulham" HOOTIE & BLOWFISH "Sad" PAULA COLE "Cowboys" ROBERT BRADLEY "California" NEW WORLD SPIRITS "Bed" MICHELLE SHOCKED "Hard" FIONA APPLE "Shadowbox" BDRROWERS "Struggle"	WTTS/Indianapolis, IN PD/MO: Rick Anton No Adds
WMVY/Cape Cod, MA PD/MO: Barbara Dacey 1 WHY STORE "Father" 1 LEMONHEADS "Could" 1 CRANBERRIES "Gone" 1 KEB' MO' "Home" 1 DARDEN SMITH "Running"	WMVY/Cape Cod, MA PD/MO: Barbara Dacey 1 WHY STORE "Father" 1 LEMONHEADS "Could" 1 CRANBERRIES "Gone" 1 KEB' MO' "Home" 1 DARDEN SMITH "Running"	KBCO/Denver, CO PD: Mike D'Conor MD: Scott Arbaugh 7 LEAH ANDREONE "Alright" 6 PAULA COLE "Cowboys" WHY STORE "Father" SUZANNE VEGA "Thrill"	KXPT/Las Vegas, NV PD: Richard Reed MD: J.D. Davis 8 STORYVILLE "Good"
WMMW/Madison, WI PD: Pat Gallagher MD: Tom Teuber No Adds	KSCA/Los Angeles, CA PD: Michael Morrison MD: Nicole Sandier 10 JOHN MELLENCAMP "Day" LEMONHEADS "Could" CRASH TEST DUMMIES "Liked"	KXPK/Denver, CO PD: Doug Clifton MD: Gary Schoenwetter 10 TRACY CHAPMAN "Beginning" 4 NO DOUBT "Speak" 1 CHRIS ISAAK "Tomorrow"	KPIG/Monterey, CA PD/MO: Laura Hopper 6 DARDEN SMITH "Running" 5 IRIS DEMENT "Wasteland" 5 IRIS DEMENT "Trouble" 4 ROBERT BRADLEY "California" 4 SHAWN COLVIN "Wichita" 4 MARTIN ZELLAR "Boy" 4 CHUCK BRODSKY "Laywer" 3 LYLE LOVETT "Hall" 3 GRAHAM PARKER "Get" 3 WILCO "Outtaste" 3 IRIS DEMENT "Quality" 3 STIR "Dances" 3 TRACY CHAPMAN "Different" HOOTIE & BLOWFISH "Sad"
WMAX/Rochester, NY CO-PD: Jennifer Vanderville CO-PD: Tom Sheridan 1 HOOTIE & BLOWFISH "Sad" 1 PAULA COLE "Cowboys" 1 WHY STORE "Father" OCEAN BLUE "Whenever"	KTHX/Reno, NV PD: Bruce Van Dyke MD: David Chaney 6 STEVE FORBERT "Moon" 6 GRAHAM PARKER "Sharpening" 6 MARSHALL CRENSHAW "Dream" 6 MICHAEL HEDGES "Jitterbug" 6 MICHAEL HEDGES "Tomorrow" 6 SLOLACK "Cry" 5 BILLY BRAGG "Upfield" 4 BORROWERS "Struggle"	KTHX/Reno, NV PD: Bruce Van Dyke MD: David Chaney 6 STEVE FORBERT "Moon" 6 GRAHAM PARKER "Sharpening" 6 MARSHALL CRENSHAW "Dream" 6 MICHAEL HEDGES "Jitterbug" 6 MICHAEL HEDGES "Tomorrow" 6 SLOLACK "Cry" 5 BILLY BRAGG "Upfield" 4 BORROWERS "Struggle"	WPLI/Miami, FL PD: Dave Stewart No Adds
WRLT/Nashville, TN PD: Jon Peterson APD: David Hall DARDEN SMITH "Running" WILCO "Outtaste" ERIC HAMILTON BAND "Sunset"	WMMO/Orlando, FL PD: Paul Warren MD: Jessie Scott 13 JUSTIN HAYWARD "Way" 6 SUZANNE VEGA "Thrill"	KINZ/Portland, OR PD: Carl Widing APD: Anita Garcia CHRIS ISAAK "Side" CHRIS ISAAK "Lonely" CHRIS ISAAK "Dancin" ALAN PARSONS "Cloudbreak"	KQPT/Sacramento, CA DM/PD: Jim Trapp APD/MO: Carrie Owens R.E.M. "Me" SUBLIME "What"
KFOG/San Francisco, CA PD: Paul Marszalek MD: Bill Evans ROBERT BRADLEY "Belly"	KOTR/San Luis Obispo, CA PD: Drew Ross MD: Dean Kattari 7 SHERYL CROW "Change" 6 SHAWN COLVIN "Sunny" 4 BILLY BRAGG "Upfield" 4 V-ROYS "Sooner" 4 SPIRITS "Drive" 4 MOTHER HIPPS "River" 3 FINN BROTHERS "Suffer" 3 SUZANNE VEGA "Thrill" 2 R.E.M. "Me" 2 PATTI ROTHBERG "Treat" 2 TOM PETTY & HB "Hill"	KENTZ/Salt Lake City, UT PD: Bruce Jones MD: Dom Casual PAULA COLE "Cowboys"	KMTT/Seattle, WA PD: Chris Mays MD: Dean Carlson RUSTED ROOT "Sister" MICHELLE SHOCKED "Hard" DRIVING BLIND "Anything"
KAEP/Spokane, WA PD: Scott Souhrada DAVE MATTHEWS BAND "Crash" LEMONHEADS "Could"	WRNX/Springfield, MA PD: Sean D'Mealy MD: Bruce Steinhilber 7 ROBERT BRADLEY "California" 7 BOXING GANDHIS "Promised" 7 WILD COLONIALS "Misery"	KUMT/Salt Lake City, UT PD: Zeb Norris APD/MO: Kelly Monson 1 LEAH ANDREONE "Alright"	KTMN/Santa Fe, NM PD/MO: Rich Robinson BRIAN SETZER ORCH. "Legend" MARSHALL CRENSHAW "Dream" CRANBERRIES "Gone" FINN BROTHERS "Suffer" ERIC HAMILTON BAND "Wall" K'S CHOICE "Paradise"
WHPT/Tampa, FL PD: Chuck Beck APD/MO: Chris Taylor 2 LEMONHEADS "Could"	WXXR/Toledo, OH PD: Dusty Scott MD: Mike McInerney 3 PAULA COLE "Cowboys" STONE TEMPLE PILOTS "Lady"	KUPR/San Diego, CA PD: Mike Halloran 3 BRIAN SETZER ORCH. "Legend" 3 FINN BROTHERS "Talking" 1 KULA SHAKER "Tattva" PEARL JAM "Hail" WILCO "Outtaste" PAULA COLE "Cowboys" CHEMICAL BROTHERS "Setting"	KRSR/Santa Rosa, CA PD: Zee Zuest MD: Bill Bowker 24 TOM PETTY & HB "Walls" 23 TRACY CHAPMAN "Beginning" 14 NATALIE MERCHANT "Fault"

 42 Total Reporters
 42 Current Reporters
 41 Current Playlists
 Reported Frozen Playlist (1):
 WXPNI/Philadelphia, PA

but a dog won't listen

7243 8 37105 2 2
 The Borrowers debut album from GUARDIAN Records
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 Management: Mark Shimmel Management

once she's tasted blood

AA NEW & ACTIVE!
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 KFXD KOTR

THE BORROWERS

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FT chief engineer for Philadelphia station. Resume: WDRE, Jim McGuinn, 100 Old York Rd. #A-1, Jenkintown, PA, 19046. EOE (10/11)

A/C weekends. Great pay. Seasoned vets only. T&R: WMGS, Mike Edwards, 600 Baltimore Dr., Wilkes-Barre, PA, 18702. EOE (10/11)

GREAT ON-AIR TALENT

Can you do a radio talk show for an audience that doesn't like Talk radio? Can you apply Top 40 format principles to performing a Talk format? Can you entertain a growing cume audience of over 700,000? If you answer "yes" to all of the above, rush C&R to: New Jersey 101.5 Talent Search P.O. Box 5698, Trenton, NJ 08638. NJ101.5 is an Equal Opportunity Employer.

**PROGRAM DIRECTOR**

Saga Communications needs a program director for our northern New England powerhouse Talk stations, heritage News/Talk WGAN, and Hot talk WZAN. You must have a good understanding of local and syndicated Talk radio, excellent computer skills, be able to create sizzling stationality, and have a passion for the format. Please send a tape of your current station, along with your programming philosophy to: Randi Kirshbaum, WGAN, 420 Western Ave., South Portland, Maine 04106 EOE.

<http://www.pronline.com>

OPENINGS

METRO NETWORKS in Wash./Balt. has an immediate need for top professionals in both news and traffic positions. Candidates must have 3-5 yrs' of medium to major mkt. news or traffic broadcast exp., be team players and committed to be the very best. No calls pls. Rush tapes and resumes to: Reg. Dir. of Ops, C/O Metro Networks, 5454 Wisconsin Ave., Ste #1215, Chevy Chase, MD 20815. EOE



Chancellor Broadcasting under its L.I. LMA (Market #14) has rare opening at Long Island's perennial rock leader.

PM DRIVE CO-HOST

Strong sports knowledge, great sense of humor and timing. Females strongly encouraged. Rush tape and resume to: Jeff Levine, Box 1240 Long Island, NY 11704. EOE

VICE PRESIDENT PROGRAMMING AND PRODUCTION OPERATIONS

Responsible for all operations required to support diverse lineup of specialized programs; text-based and audio-based news and entertainment services, special events, and remote broadcasts. Oversee creative and production staff of 30, mostly NY-based.

Our ideal candidate has outstanding leadership and communication skills, tech savvy and unparalleled commitment to content and staff development. We seek 12-15 years of progressive responsibility in station or network programming, on-air news production, broadcast journalism, or publishing operations.

Competitive compensation package and unparalleled opportunity in fast-growing industry leader.

Fax resume and salary history, in confidence VPO @212-974-0722 EOE

Great opportunity for morning co-host/news in exciting new Alternative format in scenic New England. High energy, enthusiasm a must. Females encouraged. Radio & Records, 10100 Santa Monica Bl., #174, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

ASSISTANT PRODUCTION DIRECTOR

WMTR/WDHA looking for a creative Production Assistant. Excellent broadcast production and copywriting skills necessary. Must have a voice and delivery that is compatible with Album Rock and Adult standards formats. This is an AFTRA position, and requires fill-in on-air shifts on our AM station. 2 years commercial broadcasting experience a plus.

Please send T&R and writing samples to Steve Lanzone, Production Director, WMTR/WDHA Radio, 55 Horsehill Road, Cedar Knolls, NJ 07927. EOE

PROGRAM DIRECTOR Urban Music Radio NYC

Join leading programming company to manage daily operations supporting high-quality lineup of music and entertainment-based programs. Producer and writing exp. important, as is leadership talent and track record of accomplishments in Urban radio programming.

Emphasis on delivering quality, daily, news-based programs, long forms and specials, plus staff management and contribution to program development. Network or group background a plus.

Fax resume, including salary requirements, in confidence to UM @212-974-0772. EOE

SOUTH

Hot Country FM, near Charlotte seeking talent. T&R: WKVS, Greg Ryan, Box 1678, Lenoir, NC, 28645. EOE (10/11)

Seeking P/T copywriter/assistant. Scripts/ T&R: KISS, Ric Gonzalez, 8930 Four Winds Dr. #500, San Antonio, TX, 78239. EOE (10/11)

Excellent career expanding opportunity! FT operations position. Five station group. No calls. T&R: Chris Freeze, 1101 S. Davis, Cleveland, MS, 38732. EOE (10/11)

KCKR has an IMMEDIATE opening for evenings! We're seeking someone who is self-motivated and goal-oriented. If you're up to the challenge... Rush T&R to Dwayne Wells, 4949 Franklin Ave., Waco, TX 76701. EOE

The MS Gulf Coast is looking for an air talent with 3 years' experience as a professional broadcaster. Must be a good communicator, quality production skills, and ready to go to work with the listeners. Please send T&R and picture to WMJY, Attn: Walter Brown, P.O. Box 4606, Biloxi, MS 39535 EOE

CO-HOST AND AIR TALENT NEEDED BY EXPANDING VIRGINIA GROUP

Our top-rated Country and Hot AC FMs are looking to add to the staff that won us the Crystal Award. We are an Arbitrated market near Roanoke with two large universities in one of the most liveable areas anywhere. T&R: Johnny Randolph, Operations/Group Development, New River Media Group, 6030 Lee Highway Radford, VA 24141 EOE

OPENINGS

WE HIT HOME RUNS

Assisting in opening doors for talent, we urgently need entertainers, jocks, PDs, news and females for current openings. If you're hitting a dead-end, call now and receive free information from THE radio placement service, in contact with stations NATIONWIDE. WE PLACE TALENT

STATIONS ACCESS AIRCHECKS INSTANTLY.

NETWORK
(407) 679 8091**MORNING SHOW**

Jacor Communications of Tampa Bay wants razor-sharp morning talent now for instant opening. Our demands are simple: 1) Kick-butt sidekick. 2) Production monster. 3) Knowledge of everything on earth. 4) A faster brain than a Pentium® 200mhz. Fedex tape, resume, and morning show philosophy to: Milton Fludgewow VP/Prog. Jacor-Sector B 4002 Gandy Blvd., Tampa, FL 33611 EOE M/F

SFX Broadcasting's Oldies 100.7 has immediate opening for production director. Need organized multitrack wizard to help us stay on top. Fill-in air duties. T&R: Tom Guild, PD WTRG, 3100 Smoketree Court, Suite 700, Raleigh, NC 27604

EMPLOYMENT OPPORTUNITY

KDMX in Dallas is seeking qualified applicants for the position of parttime air personality. Applicant must have at least 3 years of on-air experience in medium or large markets. They must possess a desire to win, ability to get along and work well with others, be a good "self editor" and willing to work holidays, nights, and weekends.

Please send aircheck and resume to:
Lisa Thomas
KDMX Radio
14001 N. Dallas Parkway, #1210
Dallas, TX 75240

KDMX/Nationwide Communications Inc. is an equal opportunity employer. Women and Minorities are strongly encouraged to apply.

AFTERNOONS/COUNTRY

Little Rock's K-DUCK 100 is seeking professional air talent for afternoons, personal appearances, sharp production. Must be dedicated and energetic with at least 2 years' country experience. We require someone with a positive personality and a strong commitment to winning! We want a personality who can relate to our audience! If you fit the criteria, I'd love to hear from you. Tapes/resumes to: Kevin King, Program Manager, K-DUCK 100, 314 Main, N. Little Rock, AR 72114. An Affirmative Action/Equal Opportunity Employer. Please, No Calls.

OPPORTUNITIES

OPENINGS

Immediate opening for qualified and experienced AOR Program Director. Individual must have a minimum of three years programming experience. WFYV-FM... ROCK 105... Jacksonville, Florida's top-rated and heritage rocker is accepting applications for this highly sought after position. Join one of America's premier companies and elite stations. This rare opening won't last long! Contact:



Mark Schwartz
President/General Manager
WFYV-FM/ROCK 105
9090 Hogan Road
Jacksonville, FL 32216

Phone: (904)642-1055
Fax: (904)645-6381

OmniAmerica/SFX Broadcasting, Inc. are Equal Opportunity Employers. EEO/M/F/V/H

OPENINGS



Two openings on Hot Country: Nights; great phones, CHR attitude. MIDDAYS; personality driven. Work for a great company in a great city. T&R: Brad/KICK 99, 4590 E. 29th St., Tulsa, OK 74114. EOE

NEWS ANCHOR

WTVN Radio, Ohio's Top Radio News Operation, needs a morning co-anchor. The ideal candidate is an all-around news veteran. Your writing skills must take the listener to the scene, and your delivery must keep listeners glued to our sound. No rookies and no phone calls please. Send tape and resume to: News Director, WTVN Radio, 1301 Dublin Rd., Columbus, OH, 43215. Women and Minorities encouraged to apply. EOE

MISSOURI COUNTRY POWERHOUSE

KZNN, Rolla seeks PD/Anncr. Position open immediately. Salary benefits. \$18,000 or more based on experience. Rush T&R to A. Olander, KZNN, Box 727, Rolla, MO 65402. EOE



Jacor Communications has a rare opening for a passionate Program Director for its legendary 50,000-watt 700 WLW/Cincinnati. Can you drive the bus for a premier full-service station? Send your resume and ideas on progressive Talk Radio and Sports play-by-play for the year 2000 and beyond to: Bill Wills, 700 WLW, 1111 St. Gregory Street, Cincinnati, OH 45202 EOE

How would you like creative freedom??? How 'bout an excellent working environment??? What about good pay and benefits for a job well done??? 100.5 THE FOX, the Tri-Cities top-rated P-2 CHR, is looking for a charismatic, outgoing, female friendly night personality who can work the phones, do excellent production, and be part of a "team." In return, you'll be provided with a new, digital on-air and production facility, the freedom to be a personality, and all the tools you need to help us win!!! Rush T&R to: Mark McGill, PD, 3070 Kabobel Dr. Saginaw, MI 48604 EOE



WEST

Wanted: Morning host/ team."Country." Computer background a plus! T&R: KRAZ-FM, Melissa McConnell, 3565 Standish, Santa Rosa, CA, 95407. EOE (10/11)

Seeking AM News Director-Op's Manager for News/Talk. T&R: Laura, Commonwealth Broadcasting, 2550 Fifth Ave. #1100, San Diego, CA, 92103. EOE (10/11)

Seeking PT Jazz host. Must have knowledge of jazz and conversational style. T&R: KPLU, Joe Cohn, Tacoma, WA, 98447. EOE (10/11)

OPENINGS

OPERATIONS MANGER NEEDED FOR FOUR-STATION COMBO

Northern California's Amatur Group
FOX 101.7-KMGG 97.7-KSRO 1350-FROGGY 92.9

We need a seasoned Ops Manager for our newly acquired Rock, Country, Oldies, and News/Talk stations. We're located 45 minutes north of San Francisco in Sonoma County, California. Please send your resume to: Lawrence Amatur, P.O. Box 2158, Santa Rosa, CA 95405 Fax: (707) 545-3115 EOE

RADIO ONE

NETWORKS

AC/PD DREAM OPPORTUNITY

Design & launch new Modern AC satellite delivered format. State-of-the-art technology. Live/work in beautiful mountain resort. Looking for mature, management oriented "team player" with good communication skills and great attitude! Rush resume/tape by delivery to: 82 E. Beaver Creek Blvd., Avon, CO 81620 or FAX resume to 970-949-6208. EOE

The Research Group

Are you a medium or small-market PD/MD looking for your next opportunity? The Research Group, the world's foremost strategic advisor to radio, is actively searching for music programmers to recommend for future openings at radio stations across the country. Ideal candidates would possess strong music knowledge and music scheduling experience using Selector. Understanding of strategy and format execution a plus. Send or fax resume and references to: Strategic Marketing Center, 2601 Fourth Avenue, Suite 250, Seattle, WA 98121. Attention: Roger Douglass. FAX: (206) 443-3900. No Calls Please. EOE

GSM for top-rated station in Central Washington State. Outdoor paradise. Great schools, no crime. Looking for idea person with strong sale skills/experience. Salary/commission. Bob Berry 509-754-4661 EOE

Dynamic International company seeks a creative, personable, experienced professional to fill the role of VP/Music Programming. Reporting to the Sr. VP, this highly visible person will have the responsibility of interfacing with the media and record labels and managing and motivating a creative staff in a competitive environment. Successful candidate must be strong in management and communication skills, entrepreneurial and innovative. Degree in Business Management desired, experience in the music industry essential. Radio & Records, 10100 Santa Monica Bl., #175, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

Two great gigs. Our Hot AC in great market needs music director-middays, and morning female news sidekick. Both positions available now! You have a passion for AC and the drive to win. We'll give you the tools. Overnite T&R's photos, references, tell us about yourself. Radio & Records, 10100 Santa Monica Bl., #176, 5th Floor, Los Angeles, CA 90067. EOE

K-Bull 93fm

Join Citadel's #1 Country in Salt Lake! We need a PD who can lead and inspire, with a genius for stationarity! Also, an MD/Midday talent. Both must love Hot Country and possess a winning passion. We're already #1. Can you keep us there? Overnite materials to Steve Kelly, Operations Manager, KUBL-FM, 434 Bearcat Drive, Salt Lake City, UT 84115. EOE

CREATIVE PRODUCTION EXPERT

Looking for energetic production whiz to join our News/Talk AM and our Hot AC FM. Must be versatile, possessing the ability to create promos and sweepers and results-oriented commercials. Digital/computer experience (Session 8/AudioVault), writing skills a must. Character voices, on-air ability and experience with networks a plus. Send tape, resume, along with samples of writing to: Tim McNamara/General Manager or Michael Dirkx/Operations Manager KXL-AM/FM Radio, 0234 S.W. Bancroft, Portland, OR 97201. No phone calls. Equal Opportunity Employer.

Three openings in Medford, OR, a paradise. Afternoons with dominant Heritage Country. Evenings at our Rocker. Mornings at new Young Country. Join highly talented staffs. Tape, resume: KRWQ, Box 388, Gold Hill, OR 97527. EOE

Channel 933, the new beat of San Diego, is seeking Radio Kamikazes who can eat, live, and breathe fun radio! If you think you can rough it out in one of the most beautiful cities in the world and press some flesh in the streets, we want to talk to you. We are looking for warm bodies for the following:

- Assistant Program Director
- Music Director
- Promotions Director
- Full and parttime air talent
- Production Director
- Programming Assistant
- Full/parttime Promotions Assistants

Interested? Send you stuff to: Todd Shannon, PD 4891 Pacific Highway, San Diego, CA 92110. EOE Females and minorities encouraged to apply.

ABC RADIO NETWORKS

INTERNATIONAL OPERATIONS MANAGER

ABC Radio International has an opportunity for an experienced Operations Manager with a can-do attitude, a creative mind for programming development, a sense of urgency that understands the connection to the bottom line, and a strong ability to manage. Responsibilities include; management of daily operations, working with sales to develop new programming concepts; acting as liaison between Intl. and rest of ABC to stay current of new opportunities; supervision of production, fulfillment and shipping; quality control and customer service; development of costing analysis of production & sales servicing; and interacting with engineering.

Proficiency in Microsoft Word and Excel a plus. Knowledge of International marketplace and either Spanish, French or other language preferred.

We offer competitive salary and excellent benefits. Please forward resume and salary history to: ABC Radio Networks, Attn: Rafael Eli, 13725 Montfort Dr., Dallas, TX 75240. Equal Opportunity Employer. No Phone Calls Please.

MIDWEST

P/T pm News anchor/ street reporter. Experience preferred. Writing sample and T&R: WMMA, Bill Cochrane, Box 27, Lebanon, OH, 45036. EOE (10/11)

Seeking midday/ promotions wiz. Overnight T&R: WSNX, John Thomas, 2610 Horizon Dr. Ste.F, Grand Rapids, MI, 49546. EOE (10/11)

ADULT MORNING HOST

Highly successful FM with stable, local ownership in market of 200,000 has a long-term opportunity. Live and work in the fastest-growing and most popular County in Michigan. Great music, great promotions, heavy involvement in a great community. Competitive salary and benefits. T&R to: Reed Kittredge, WHMI, Box 935, Howell, MI 48844 EOE

OPENINGS

K-LOVE Radio, a rapidly growing Contemporary Christian Music Network on the West Coast, has an immediate production opening. This person will produce and voice spots and promos. Experience in digital multitrack recording a must. On-air experience a plus! Send tapes and resumes to: Lloyd Parker, K-LOVE Radio Network, 1425 North Market Blvd., Suite 9, Sacramento, CA 95834. EOE



JONES SATELLITE NETWORKS

JONES SATELLITE NETWORKS GOOD TIME OLDIES MORNING PERSONALITY

This is NOT another radio station ad! America's largest provider of 24-hour formats is looking for an exceptional talent to host a compelling, consistent, energetic, topical solo morning show. If you love Oldies, have experience in the top-50 markets, relate to 35-50 year olds, enjoy doing show prep, take pride in the continuing refinement of your craft, have exceptional technical skills and previous Oldies or morning show experience. Send T&R along with letter and show prep samples to:

Jones Satellite Networks
Jon Holiday/Good Time Oldies Operations
Manager
8250 S. Akron Street, Suite 205
Englewood, CO 80112
No Teams, No Calls Please, EOE

NEW MEXICO

KGRT AM/FM Great Country Radio seeks Program Director/morning personality. Super staff, great ratings, excellent place to live. Energetic people-person to lead current staff. Community involvement, Tapes and resumes to: Allen Lumeyer, P.O. Box 968, Las Cruces, NM 88004. EOE

HOT HITS UNCORKED K.V.Y.N. NAPA VALLEY

Looking for upbeat air talent middays, some production and possible music programming backup for PD. Apply now. Females strongly encouraged. EOE Send T&R to Gareth J. Nicholas, PD, 1124 Foster Rd., Napa, CA 94558, No Calls Please.

KHTY-FM MODERN ROCK SANTA BARBARA,

has an immediate opening for a nighttime personality/host. If you or someone you know can be hip, energetic, and entertaining while relating to our core (26-year-old female), please send/leave an aircheck for me ASAP!! All inquiries will be held in the strictest confidence. KHTY is an equal opportunity employer. Females and minorities encouraged to apply.

To: Damion Young/PD
c/o Lynette Hanson (business mgr.)
KHTY-FM
P.O. Box 4458
Santa Barbara, CA 93140

<http://www.ronline.com>

OPENINGS

POSITIONS SOUGHT

Talk Host: Just grew audience 50%. Jumped key female demos 300%. Brought market ranking #7 to #3. Now considering options. Tom (717) 320-0402

TALKERS AND ROCKERS

JEFF KATZ (yes, the one you've read about) is available for vacation fill-in anywhere in the U.S.A. Former morning man in Sacramento and Hartford and afternoon driver in Hartford, Cincinnati, Indianapolis and San Francisco can make your station sizzle during those all important vacation weeks. For details contact Steve Caruso Professional Media Management Group at (916) 422-4426 or (916) 921-1564. E-mail: RADIOKATZ@aol.com

Looking for chief engineer position. Lost job of 10 years, due to sale of station. Experienced with computers, DCR, UDS and broadcast equipment. Have great references! Call Robert King at (702) 876-5151

Ted the Bear Richards heard on CKLW in the '70s and '80s number two in morning drive adults 25-54 Spring '96 playing oldies in Raleigh, available for AC/Oldies/Country (919) 847-6293

Entertaining sports personality available. MIKE: (910) 835-4996. (10/11)

Former CKLW AT. Top rated Oldies morning show in Raleigh NC, now available. TED the Bear RICHARDS: (919) 847-6293. (10/11)

Cynical & psychotic AT ready to go crazy in your morning market. Strait jacket not included! MIKE: (407) 786-5441. (10/11)

Native New Yorker. Oldies/ Country/ Dance/ AC/ CHR - all shifts. Great appearances/ phones. East/ west/ south. JIMMY: (718) 257-3158. (10/11)

Bounty hunters. We're tired of writing these weekly comic strips. Cume builders. Target changes shift or splits. MANTALK: (800) 268-0196. (10/11)

AT, appearing on Jerry Springer this month. Aircheck will be one of the best you've heard. JOE KING: (817) 652-9042. (10/11)

Do you want higher ratings? AT seeks nights or afternoons/ CHR/ in southern California area. B-LUV:(310) 299-1412. (10/11)

Morning team! M/F co-hosts, Top 50 now, seeking Top 75. CHR/Alternative/AOR/Rock. BRUCE: (919) 460-9056 or RadioBoy73@aol.com (10/11)

Personality, creativity and ratings! I refuse to be #2! PD/APD/MD/AC/CHR all shifts! Everything considered. ANTHONY: (407) 255-9306. (10/11)

11 year veteran looking for stable, team oriented atmosphere. Rock/CHR/AC. Currently an APD. K.C. ALLEN: (419) 523-6107. (10/11)

Seeking morning talent & numbers? Phones/ fun/humor! Impeccable references! HAC/Country/Adult CHR/Classic hits. JOHN: (219) 255-6390. (10/11)

OPENINGS

I got your greatest hits of all time right here, buddy! Immediate availability. Call now! JIM: (312) 866-2135. (10/11)

Multiple format OMPD/MD with winning track record ready for the next challenge. ANGE CANESSA: (219) 426-8784. (10/11)

Veteran AT seeking position with Oldies or Classic Country station. Strong pipes. Team player. KEITH: (561) 664-2009. (10/11)

Radio sucks! I don't wanna job, so don't call. STEVE: (406) 778-3582. (10/11)

Experienced professional. HAC/CHR/Dance/ AC/Oldies/Classics. In Florida now. West/south/ east. J.J. SHANNON: (561) 770-4749. (10/11)

Hard working Specs Howard graduate seeks AT position anywhere, any format. JASON: (810) 652-1648. (10/11)

Copywriter/Producer- Everything from Latin to Rock. Spanish/ English bilingual. BA & experience. CRAIG HOFFMAN: (714) 279-9412. (10/11)

PD or morning show - I offer quality for the right company. Format/ market not important. Prefer midwest. MARK: (616) 847-9209. (10/11)

Ran two competitors out of town and made two switch to middays. Legend killers. Dominators. PHIL: (800) 268-0196. (10/11)

Time to fall into a FT job. Experienced AT looking for Rock/CHR/HAC gig in the east. JEFF: (717) 819-0563. (10/11)

Currently announcing Contra Costa college football, but need to get back on air in Northern California / Oregon. FRANK: (510) 223-1534. (10/11)

Southern California 18 year professional. Winner in all markets and formats. Strong news and production background. JACK: (818) 359-3215. (10/11)

CAN'T WAIT
FOR THE DEADLINE?
Put your opps ad on
our Web Page NOW!
310-788-1622

OPENINGS

Computer geek with a hip 90's edge and production skills seeks gig. Why train, I'm ready now! DAVE: (813) 265-8212. (10/11)

Mornings only medium/major market. Previous radio 17-years. GM, mornings, news. STEVE ALLISON: (503) 282-4845. (10/11)

OPPORTUNITY KNOCKS

CALL: 310-553-4330

in the pages of R&R
every Friday

R&R Opportunities Advertising

1x \$100/inch 2x \$75/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$50 for 1x, \$38 for 2x).

Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail, except for credit card orders, which are also accepted by fax: 310-203-8727. Visa, MC, AmEx accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PDT) eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PDT), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

Online Job Listings

To post your ad on R&R's website (<http://www.ronline.com>), add 20% to your weekly ad rate. Listings will include your logo if it appears in your R&R Opportunities Ad.

RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable state sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1996. POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

AIRCHECKS

AUDIO & VIDEO AIRCHECKS

CURRENT #198, KHS/Billy Burke, WNIC/Jim Harper, KKRZ/Zoo, KBZT/Daile Ohlau, KYSR/Gary Spears, KBGG/John MacFaragan, KMEI/Rick Chase, WJMK/Dick Biondi, \$7.50.
CURRENT #197, WKQ/Danny Bonaduce, KIOZ/Todd Kelly, WGC/Rick Pany, KRTH/Real Don Stelle, KBGM/G. Kelly, CITY/Gordo & Harry, WFLZ/Tom Steele, \$7.50.
PERSONALITY PLUS #196, WKBO/Steve & D. C., KSHE/Bob & Tom, WLUP/Steve Cochran, WCKG/Steve Dahl, 90-min. cassette, \$7.50.
PERSONALITY PLUS #195, KYKY/Philips & Co., KKLQ/Jeff & Jer, WDMC/Dick Puritan, WRIF/Drew & Mike, KKBTV/John London, \$7.50.
PERSONALITY PLUS #194, WRCK/Mancow, KLOS/Mark & Brian, WYUU/Cleveland Wheeler, WZGC/GreaseMan, CKFM/Rob Christie, \$7.50.
ALL COUNTRY #CY-53, WKOK, WUSN, KSAN, KYCY, WKQD, \$7.50.
ALL CHR #CHR-23, KHTS, KUTO, KZZP, KJIS, WKQB, KWMX, \$7.50.
ALL AC #AC-31, WPNT, WLIT, K101, KLLC, WNIC, WLTI, \$7.50.
PROFILE #S-328, CINCINNATI! CHR WKRO, UC WIZF, AC WRRM, WNNK, City WUBE, WYGY, Gold WGRR, AOR WEBN, WOPX, \$7.50.
PROFILE #S-326, ST. LOUIS! CHR WKQB, UC KMJM, AC KYKY, KEZK, Gold KLOU, KIHT, AOR KSHE, KPNT, KSD, City WIL, WKOK, \$7.50.
PHONO VAULT #PV-20, promo samples - all formats, all market sizes. Cassette, \$10.
SWEEPER VAULT #SV-12, Sweeper & Legal ID samples, all formats. Cassette, \$10.
#UC-18 (ALL LIFE/BACK #S-1) UNCLE SAM (BOOK), #F-22 (ALL FEMALE), #CHN-22, (CHR NIGHTS), #A-18 (ALL OLDIES), #AOR-13 (ALL AOR), #T-4 (TALK RADIO), #S-325 (DETROIT) at \$7.50 each.
CLASSIC #C-191, KHJ/Humble Harv-1971, WFLA/Larry O'Brien-1971, WPGC/Mark West-1969, KROY/Danny Wright-1978, KRLA/Russ O'Hara-1969, & more \$11.
VIDEO #V-3, BEST OF COUNTRY RADIO Part 1, over 20 of country radio's best personalities, morning-midday-PM drive, 2 HOT hrs, VHS \$25!
VIDEO #V-4 Chicago's oldies WJMK/John Landecker, City WUSN/John Howell, St. Louis UC KMJM/Tony Scott & Marc Clarke, Detroit CR WGSX/J.J. & Waking Crew, San Diego AOR KIOZ/Todd Kelly, 2hrs, \$25 VHS

CALIFORNIA AIRCHECK

Box 4408 - San Diego, CA 92164 - (619) 460-6104

900 # OPPORTUNITIES

900 NUMBERS FREE! Media • Syndicators • Joint/Ventures

- ✓ Check our Program Menu
- OPINION/POLLS** - Your poll - your question. You earn 30¢ per call.
- SPORTS INFORMATION** - You earn 30¢ per call min. (Avg. call 6 min.)
- SPORTS PICKS** - Direct to LV - Winning Selections. You earn \$3 per call.
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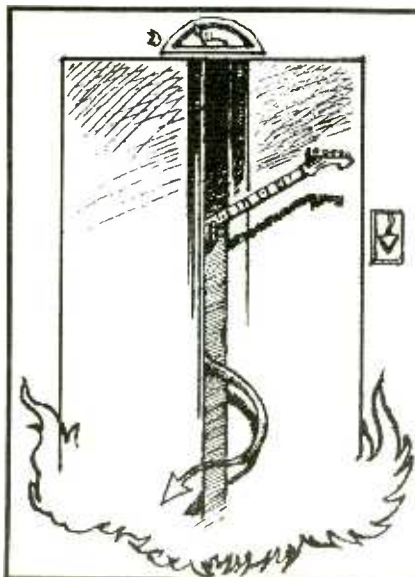
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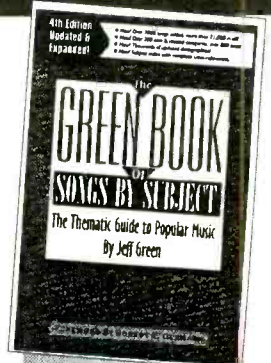
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CHR/POP

LW	TW	ARTIST	SONG	Label
1	1	DONNA LEWIS	I Love You Always Forever	Atlantic
2	2	CELINE DION	It's All Coming Back To Me Now	550 Music
3	3	NO MERCY	Where Do You Go	Arista
4	4	ALANIS MORISSETTE	Head Over Feet	Maverick/Reprise
5	5	DISHWALLA	Counting Blue Cars	A&M
6	6	MERRIL BAINBRIDGE	Mouth	Universal
7	7	ERIC CLAPTON	Change The World	Reprise
8	8	KEITH SWEAT	Twisted	Elektra/EEG
9	9	QUAD CITY DJ'S	C'mon 'N Ride It...	Quadra Sound/Big Beat/Atlantic
10	10	ALANIS MORISSETTE	You Learn	Maverick/Reprise
14	11	JOHN MELLENCAMP	Key West Intermezzo (I Saw...)	Mercury
11	12	TONI BRAXTON	You're Makin' Me High	LaFace/Arista
15	13	NO DOUBT	Spiderwebs	Trauma/Interscope
13	14	JEWEL	Who Will Save Your Soul	Atlantic
12	15	PRIMITIVE RADIO GODS	Standing Outside...	Ergo/Columbia
18	16	SHERYL CROW	If It Makes You Happy	A&M
21	17	JOURNEY	When You Love A Woman	Columbia
19	18	AMANDA MARSHALL	Birmingham	Epic
17	19	R. KELLY	I Can't Sleep Baby (If I)	Jive
16	20	CRANBERRIES	Free To Decide	Island
22	21	BRYAN ADAMS	Let's Make A Night To Remember	A&M
33	22	EN VOGUE	Don't Let Go (Love)	EastWest/EEG
20	23	MELISSA ETHERIDGE	Nowhere To Go	Island
24	24	WALLFLOWERS	6th Avenue Heartache	Interscope
31	25	LA BOUCHE	Fallin' In Love	RCA
29	26	WILD ORCHID	At Night I Pray	RCA
35	27	PHIL COLLINS	Dance Into The Light	Face Value/Atlantic
28	28	AMBER	This Is Your Night	Tommy Boy
30	29	GHOST TOWN DJ'S	My Boo	So So Def/Columbia
39	30	NEW EDITION	I'm Still In Love With You	MCA

CHR begins on Page 60.

HOT AC

LW	TW	ARTIST	SONG	Label
1	1	DONNA LEWIS	I Love You Always Forever	Atlantic
2	2	ERIC CLAPTON	Change The World	Reprise
3	3	CELINE DION	It's All Coming Back To Me Now	550 Music
5	4	JOHN MELLENCAMP	Key West Intermezzo (I Saw...)	Mercury
7	5	MELISSA ETHERIDGE	Nowhere To Go	Island
4	6	ALANIS MORISSETTE	You Learn	Maverick/Reprise
11	7	JOURNEY	When You Love A Woman	Columbia
8	8	DISHWALLA	Counting Blue Cars	A&M
6	9	TRACY CHAPMAN	Give Me One Reason	Elektra/EEG
9	10	JEWEL	Who Will Save Your Soul	Atlantic
16	11	MERRIL BAINBRIDGE	Mouth	Universal
10	12	BRYAN ADAMS	Let's Make A Night To Remember	A&M
13	13	PHIL COLLINS	Dance Into The Light	Face Value/Atlantic
12	14	NATALIE MERCHANT	Jealousy	Elektra/EEG
17	15	AMANDA MARSHALL	Birmingham	Epic
15	16	JANN ARDEN	Insensitive	A&M
14	17	HOOTIE & THE BLOWFISH	Tucker's Town	Atlantic
20	18	ALANIS MORISSETTE	Head Over Feet	Maverick/Reprise
19	19	HOOTIE & THE BLOWFISH	I Go Blind	Reprise
18	20	PRIMITIVE RADIO GODS	Standing Outside...	Ergo/Columbia
21	21	ELTON JOHN	You Can Make History...	MCA
24	22	NO MERCY	Where Do You Go	Arista
26	23	WONDERS	That Thing You Do!	Epic
25	24	STING	I'm So Happy I Can't Stop...	A&M
—	25	DC TALK	Just Between You And Me	Virgin
28	26	SHERYL CROW	If It Makes You Happy	A&M
—	27	HOOTIE & THE BLOWFISH	Sad Caper	Atlantic
29	28	WALLFLOWERS	6th Avenue Heartache	Interscope
—	29	MICHAEL BOLTON	Love Is The Power	Columbia
—	30	NO DOUBT	Spiderwebs	Trauma/Interscope

AC begins on Page 88.

CHR/RHYTHMIC

LW	TW	ARTIST	SONG	Label
1	1	KEITH SWEAT	Twisted	Elektra/EEG
2	2	DONNA LEWIS	I Love You Always Forever	Atlantic
5	3	AZ YET	Last Night	LaFace/Arista
4	4	BONE THUGS-N-HARMONY	Days Of Our Livez	EastWest/EEG
3	5	GHOST TOWN DJ'S	My Boo	So So Def/Columbia
10	6	BLACKSTREET	No Diggity	Interscope
7	7	AALIYAH	If Your Girl Only Knew	BlackGround/Atlantic
6	8	L.L. COOL J	Loungin	Def Jam/RAL/Mercury
9	9	NO MERCY	Where Do You Go	Arista
8	10	TONI BRAXTON	You're Makin' Me High	LaFace/Arista
11	11	NEW EDITION	I'm Still In Love With You	MCA
13	12	BABYFACE	This Is For The Lover In You	Epic
12	13	R. KELLY	I Can't Sleep Baby (If I)	Jive
15	14	GINUWINE	Pony	550 Music
21	15	KEITH SWEAT	Nobody	Elektra/EEG
14	16	QUAD CITY DJ'S	C'mon 'N Ride It...	Quadra Sound/Big Beat/Atlantic
20	17	EN VOGUE	Don't Let Go (Love)	EastWest/EEG
19	18	BRAIDS	Bohemian Rhapsody	Big Beat/Atlantic
27	19	TONI BRAXTON	Un-break My Heart	LaFace/Arista
16	20	112	Only You	Bad Boy/Arista
17	21	SHADES	Tell Me (I'll Be Around)	Motown
18	22	SWV	Use Your Heart	RCA
25	23	DRU HILL	Tell Me	Island
23	24	BRANDY, TAMIA, KNIGHT, KHAN	Missing You	EastWest/EEG
29	25	CELINE DION	It's All Coming Back To Me Now	550 Music
26	26	AMBER	This Is Your Night	Tommy Boy
28	27	MAXWELL	Ascension (Don't Ever Wonder)	Columbia
24	28	JOCELYN ENRIQUEZ	Do You Miss Me	Classified
22	29	NAS	If I Ruled The World	Columbia
32	30	MONTELL JORDAN	Falling	Def Jam/RAL/Mercury

CHR begins on Page 60.

AC

LW	TW	ARTIST	SONG	Label
2	1	CELINE DION	It's All Coming Back...	550 Music
1	2	ERIC CLAPTON	Change The World	Reprise
3	3	DONNA LEWIS	I Love You Always Forever	Atlantic
4	4	ELTON JOHN	You Can Make History...	MCA
5	5	MARIAH CAREY	Forever	Columbia
7	6	PHIL COLLINS	Dance Into The Light	Face Value/Atlantic
6	7	LIONEL RICHIE	Ordinary Girl	Mercury
8	8	BRYAN ADAMS	Let's Make A Night To Remember	A&M
12	9	JOURNEY	When You Love A Woman	Columbia
9	10	VANESSA WILLIAMS	Where Do We Go From Here	Mercury
16	11	MICHAEL BOLTON	Love Is The Power	Columbia
14	12	TINA TURNER	Missing You	Virgin
10	13	WHITNEY HOUSTON	Why Does It Hurt So Bad	Arista
18	14	KENNY G	The Moment	Arista
15	15	CELINE DION	Because You Loved Me	550 Music
11	16	PETER CETERA	One Clear Voice	River North
21	17	TONI BRAXTON	Un-break My Heart	LaFace/Arista
17	18	TRACY CHAPMAN	Give Me One Reason	Elektra/EEG
19	19	JOHN MELLENCAMP	Key West Intermezzo (I Saw...)	Mercury
13	20	BEACH BOYS I/KATHY TROCCOLI	Can Hear Music	River North
24	21	DAVE KOZ	Don't Look Back	Capitol
20	22	MICHAEL ENGLISH	Your Love Amazes Me	Curb
25	23	A. NEVILLE I/R. ROBERTSON	Crazy Love	Reprise
26	24	MELISSA ETHERIDGE	Nowhere To Go	Island
22	25	BRANDY, TAMIA, KNIGHT, KHAN	Missing You	EastWest/EEG
28	26	JORDAN HILL	How Many Times	143/Atlantic
29	27	HOOTIE & THE BLOWFISH	Tucker's Town	Atlantic
23	28	HARRY CONNICK JR.	Hear Me In The Harmony	Columbia
—	29	NATALIE COLE w/NAT "KING" COLE	When I Fall In Love	Elektra/EEG
27	30	SORAYA	Stay Awhile	Island

AC begins on Page 88.

URBAN

LW	TW	ARTIST	SONG	Label
2	1	AZ YET	Last Night	LaFace/Arista
3	2	DRU HILL	Tell Me	Island
1	3	BLACKSTREET	No Diggity	Interscope
4	4	AALIYAH	If Your Girl Only Knew	BlackGround/Atlantic
5	5	MINT CONDITION	What Kind Of Man Would I Be	Perspective/A&M
6	6	LUTHER VANDROSS	Your Secret Love	LV/Epic
12	7	KEITH SWEAT	Nobody	Elektra/EEG
10	8	GINUWINE	Pony	550 Music/Epic
9	9	JOHNNY GILL	Let's Get The Mood Right	Motown
11	10	BRANDY, TAMIA, KNIGHT, KHAN	Missing You	EastWest/EEG
16	11	NEW EDITION	I'm Still In Love With You	MCA
7	12	GINA THOMPSON	The Things That You Do	Mercury
17	13	BABYFACE	This Is For The Lover In You	Epic
14	14	BONE THUGS-N-HARMONY	Days Of Our Livez	EastWest/EEG
8	15	SWV	Use Your Heart	RCA
13	16	ISLEY BROTHERS	Floatin' On Your Love	T-Neck/Island
15	17	702	Steele	Biv 10/Motown
18	18	MONTELL JORDAN	Falling	Def Jam/RAL/Mercury
22	19	ALFONZO HUNTER	Just The Way (Playas Play)	EMI
20	20	TEVIN CAMPBELL	I Got It Bad	Qwest/WB
27	21	DONELL JONES	Knocks Me Off My Feet	Untouchables/LaFace/Arista
21	22	ME'SHELL NDEGOCHELLO	Who Is He...	Maverick/Reprise
28	23	TONI BRAXTON	Un-break My Heart	LaFace/Arista
29	24	SALT-N-PEPA	Champagne	MCA
26	25	DO OR DIE	Po' Pimp	Rap-A-Lot/Noo Trybe
32	26	ANN NESBY	I'm Still Wearing Your Name	Perspective/A&M
24	27	TINA TURNER	Something Beautiful Remains	Virgin
23	28	GHOST TOWN DJ'S	My Boo	So So Def/Columbia
30	29	MEN OF VIZION	Do Thangz	MJJ/550
19	30	MAXWELL	Ascension (Don't Ever Wonder)	Columbia

URBAN begins on Page 71.

ACTIVE ROCK

LW	TW	ARTIST	SONG	Label
1	1	TONIC	Open Up Your Eyes	Polydor/A&M
2	2	ALICE IN CHAINS	Over Now	Columbia
5	3	METALLICA	Hero Of The Day	Elektra/EEG
4	4	RUSH	Test For Echo	Atlantic
8	5	SMASHING PUMPKINS	Muzzle	Virgin
3	6	SOUNDGARDEN	Burden In My Hand	A&M
6	7	STABBING WESTWARD	Shame	Columbia
11	8	SOCIAL DISTORTION	I Was Wrong	550 Music
31	9	COUNTING CROWS	Angels Of The Silences	DGC/Geffen
—	10	VAN HALEN	Me Wise Magic	Warner Bros.
7	11	BETTER THAN EZRA	King Of New Orleans	Swell/Elektra/EEG
10	12	NIRVANA	Aneurysm	DGC/Geffen
9	13	311	Down	Capricorn/Mercury
12	14	PEARL JAM	Hail, Hail	Epic
13	15	LOCAL H	Bound For The Floor	Island
14	16	BLACK CROWES	Blackberry	American/Reprise
15	17	TOOL	Stinkfist	Zoo
19	18	CHALK FARM	Lie On Lie	Columbia
21	19	DISHWALLA	Charlie Brown's Parents	A&M
17	20	EXPANDING MAN	Download (I Will)	Qdvision/Columbia
16	21	VERVE PIPE	Cup Of Tea	RCA
20	22	ZZ TOP	What's Up With That	RCA
33	23	R.E.M.	Bittersweet Me	Warner Bros.
18	24	STONE TEMPLE PILOTS	Trippin' On A Hole In...	Atlantic
25	25	MATCHBOX 20	Long Day	Lava/Atlantic
39	26	SOUNDGARDEN	Blow Up The Outside World	A&M
23	27	MARILYN MANSON	The Beautiful People	Nothing/Interscope
28	28	SUBLIME	What I Got	Gasoline Alley/MCA
26	29	EELS	Novocaine For The Soul	DreamWorks/Geffen
37	30	PHISH	Free	Elektra/EEG

ROCK begins on Page 101.

If it's on THE BACK PAGES...

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URBAN AC

LW	TW	
1	1	LUTHER VANDROSS Your Secret Love (LV/Epic)
2	2	JOHNNY GILL Let's Get The Mood Right (Motown)
3	3	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)
6	4	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)
5	5	TINA TURNER Something Beautiful Remains (Virgin)
4	6	MAXWELL Ascension (Don't Ever Wonder) (Columbia)
7	7	ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)
10	8	AZ YET Last Night (LaFace/Arista)
15	9	TONI BRAXTON Un-break My Heart (LaFace/Arista)
9	10	TONI BRAXTON You're Makin' Me High (LaFace/Arista)
12	11	DRU HILL Tell Me (Island)
8	12	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
13	13	JOHNNIE TAYLOR Good Love (Malaco)
17	14	KEITH SWEAT Nobody (Elektra/EEG)
16	15	TEVIN CAMPBELL I Got It Bad (Qwest/WB)
19	16	NEW EDITION I'm Still In Love With You (MCA)
11	17	SWV Use Your Heart (RCA)
18	18	ME'SHELL NDEGECELLO Who Is He... (Maverick/Reprise)
20	19	GROOVE COLLECTIVE Lift Off (Giant Step/GRP)
21	20	ANN NESBY I'll Do Anything For You (Perspective/A&M)
14	21	ISLEY BROTHERS Floatin' On Your Love (T-Neck/Island)
22	22	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
25	23	R. KELLY I Can't Sleep Baby (If I) (Jive)
23	24	BLACKSTREET No Diggity (Interscope)
24	25	DRAMATICS Try Love Again (Hyped Int'l/Bellmark)
28	26	KENNY LATTIMORE Just What It Takes (Columbia)
29	27	MONTELL JORDAN Falling (Def Jam/RAL/Mercury)
—	28	KENNY G The Moment (Arista)
—	29	DOC POWELL You Won't Be Alone (Discovery)
30	30	BABYFACE This Is For The Lover In You (Epic)

No Songs Qualified For Breaker Status This Week

URBAN begins on Page 71.

ROCK

LW	TW	
1	1	RUSH Test For Echo (Atlantic)
2	2	ZZ TOP What's Up With That (RCA)
4	3	TONIC Open Up Your Eyes (Polydor/A&M)
3	4	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury)
—	5	VAN HALEN Me Wise Magic (Warner Bros.)
5	6	SOUNDGARDEN Burden In My Hand (A&M)
8	7	METALLICA Hero Of The Day (Elektra/EEG)
9	8	BLACK CROWES Blackberry (American/Reprise)
6	9	ALICE IN CHAINS Over Now (Columbia)
11	10	JOURNEY Message Of Love (Columbia)
31	11	COUNTING CROWS Angels Of The Silences (DGC/Geffen)
12	12	CHALK FARM Lie On Lie (Columbia)
20	13	R.E.M. Bittersweet Me (Warner Bros.)
16	14	TOM PETTY & THE HEARTBREAKERS Climb That Hill (Warner Bros.)
10	15	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)
15	16	PEARL JAM Hail, Hail (Epic)
13	17	WALLFLOWERS 6th Avenue Heartache (Interscope)
7	18	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
18	19	STORYVILLE Good Day For The Blues (Code Blue/Atlantic)
14	20	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)
21	21	SHERYL CROW If It Makes You Happy (A&M)
25	22	NIRVANA Aneurysm (DGC/Geffen)
19	23	ERIC JOHNSON Pavilion (Capitol)
22	24	DISHWALLA Counting Blue Cars (A&M)
30	25	PHISH Free (Elektra/EEG)
17	26	BLACK CROWES Good Friday (American/Reprise)
24	27	METALLICA Until It Sleeps (Elektra/EEG)
27	28	COREY STEVENS Blue Drops Of Rain (Eureka/Discovery)
46	29	MATCHBOX 20 Long Day (Lava/Atlantic)
36	30	SMASHING PUMPKINS Muzzle (Virgin)

ROCK begins on Page 101.

COUNTRY

LW	TW	
2	1	PAUL BRANDT I Do (Reprise)
5	2	ALABAMA The Maker Said Take Her (RCA)
7	3	CLINT BLACK Like The Rain (RCA)
3	4	VINCE GILL Worlds Apart (MCA)
10	5	TRAVIS TRITT More Than You'll Ever Know (Warner Bros.)
12	6	KENNY CHESNEY Me And You (BNA)
9	7	COLLIN RAYE Love Remains (Epic)
1	8	TRISHA YEARWOOD Believe Me Baby (I Lied) (MCA)
11	9	DAVID LEE MURPHY The Road You Leave Behind (MCA)
13	10	GEORGE STRAIT I Can Still Make Cheyenne (MCA)
15	11	PATTY LOVELESS Lonely Too Long (Epic)
4	12	TRACY LAWRENCE Stars Over Texas (Atlantic)
18	13	DEANA CARTER Strawberry Wine (Capitol)
20	14	REBA McENTIRE The Fear Of Being Alone (MCA)
19	15	JOHN BERRY Change My Mind (Capitol)
17	16	JOHN MICHAEL MONTGOMERY Ain't Got Nothin' On Us (Atlantic)
14	17	SAMMY KERSHAW Vidalia (Mercury)
21	18	BROOKS & DUNN Mama Don't Get Dressed Up... (Arista)
22	19	RICOCHE Love Is Stronger Than Pride (Columbia)
8	20	JO DEE MESSINA You're Not In Kansas Anymore (Curb)
27	21	GARTH BROOKS That Ol' Wind (Capitol)
24	22	TRACE ADKINS Every Light In The House (Capitol)
23	23	DIAMOND RIO It's All In Your Head (Arista)
6	24	TOBY KEITH A Woman's Touch (Mercury)
25	25	TY ENGLAND Irresistible You (RCA)
29	26	DAVID KERSH Goodnight Sweetheart (Curb)
26	27	WESTERN FLYER What Will You Do With M-E (SOR)
28	28	MILA MASON That's Enough Of That (Atlantic)
31	29	CLAY WALKER Bury The Shovel (Giant)
33	30	TERRI CLARK Poor Poor Pitiful Me (Mercury)
43	31	TIM MCGRAW Maybe We Should Just Sleep... (Curb)
41	34	MARY CHAPIN CARPENTER Let Me Into Your Heart (Columbia)
40	36	NEAL McCOY Going, Going, Gone (Atlantic)

COUNTRY begins on Page 77.

ALTERNATIVE

LW	TW	
3	1	SUBLIME What I Got (Gasoline Alley/MCA)
1	2	EELS Novocaine For The Soul (DreamWorks/Geffen)
2	3	311 Down (Capricorn/Mercury)
4	4	SOCIAL DISTORTION I Was Wrong (550 Music)
24	5	COUNTING CROWS Angels Of The Silences (DGC/Geffen)
8	6	SMASHING PUMPKINS Muzzle (Virgin)
9	7	SHERYL CROW If It Makes You Happy (A&M)
7	8	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)
11	9	WALLFLOWERS 6th Avenue Heartache (Interscope)
10	10	REPUBLICA Ready To Go (RCA)
5	11	SOUNDGARDEN Burden In My Hand (A&M)
12	12	NIRVANA Aneurysm (DGC/Geffen)
18	13	PEARL JAM Hail, Hail (Epic)
13	14	GEGGY TAH Whoever You Are (Luaka Bop/WB)
6	15	R.E.M. E-Bow The Letter (Warner Bros.)
14	16	STABBING WESTWARD Shame (Columbia)
17	17	WEEZER El Scorcho (DGC/Geffen)
25	18	CAKE The Distance (Capricorn/Mercury)
20	19	LOCAL H Bound For The Floor (Island)
16	20	SEBADOH Ocean (Sub Pop)
30	21	R.E.M. Bittersweet Me (Warner Bros.)
27	22	LEMONHEADS If I Could Talk I'd Tell You (Tag/Atlantic)
19	23	FUN LOVIN' CRIMINALS Scooby Snacks (EMI)
23	24	BECK Devils Haircut (DGC/Geffen)
15	25	POE Angry Johnny (Modern/Atlantic)
21	26	ALICE IN CHAINS Over Now (Columbia)
29	27	TOOL Stinkfist (Zoo)
48	28	NO DOUBT Don't Speak (Trauma/Interscope)
22	29	BUTTHOLE SURFERS Pepper (Capitol)
39	30	TONIC Open Up Your Eyes (Polydor/A&M)

ALTERNATIVE begins on Page 107.

NAC

LW	TW	
1	1	DAVID SANBORN Spooky (Elektra/EEG)
2	2	DAVE KOZ Let Me Count The Ways (Capitol)
3	3	KENNY G The Moment (Arista)
4	4	PETER WHITE Caravan Of Dreams (Columbia)
5	5	PAUL HARDCASTLE Bird Island (JVC)
7	6	CHUCK LOEB The Music Inside (Shanachie)
14	7	DOC POWELL Laid Back (Discovery)
9	8	GROVER WASHINGTON JR. Can You Stop The Rain (Columbia)
8	9	ART PORTER Lake Shore Drive (Verve Forecast)
6	10	NORMAN BROWN Better Days Ahead (MoJazz/Motown)
13	11	LUTHER VANDROSS Your Secret Love (LV/Epic)
19	12	JEFF LORBER Katherine (Verve)
12	13	COUNT BASIC On The Move (Instinct)
16	14	ANDY SNITZER My Dream Come True (Warner Bros.)
11	15	HERB ALPERT Flamingo (Almo Sounds/Geffen)
10	16	AVENUE BLUE Naked City (Mesa/Bluemoon)
18	17	ERIC CLAPTON Change The World (Reprise)
25	18	NATALIE COLE w/NAT "KING" COLE When I Fall... (Elektra/EEG)
15	19	RAMSEY LEWIS Les Fleur (GRP)
21	20	RICHARD ELLIOT City Speak (Blue Note)
20	21	RIPPINGTONS First Time I Saw Her (GRP)
30	22	SOUNSCAPE Morning Song (Instinct)
22	23	CHIELI MINUCCI Anything And Everything (JVC)
17	24	BILL EVANS The Sunday After (Escapade)
26	25	HARVEY MASON It's You (Atlantic)
24	26	GLORIA ESTEFAN I'm Not Giving You Up (Epic)
23	27	AARON NEVILLE I Can't Imagine (A&M)
—	28	JOE MCBRIDE After Sunset (Heads Up)
29	29	LIONEL RICHIE Ordinary Girl (Mercury)
28	30	VANESSA WILLIAMS Erase (Mercury)

NAC begins on Page 94.

ADULT ALTERNATIVE

LW	TW	
1	1	SHERYL CROW If It Makes You Happy (A&M)
3	2	DUNCAN SHEIK Barely Breathing (Atlantic)
2	3	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury)
5	4	SHAWN COLVIN Get Out Of This House (Columbia)
4	5	WALLFLOWERS 6th Avenue Heartache (Interscope)
14	6	R.E.M. Bittersweet Me (Warner Bros.)
7	7	MELISSA ETHERIDGE Nowhere To Go (Island)
—	8	COUNTING CROWS Angels Of The Silences (DGC/Geffen)
12	9	WALLFLOWERS One Headlight (Interscope)
11	10	TRACY CHAPMAN New Beginning (Elektra/EEG)
8	11	CHALK FARM Lie On Lie (Columbia)
16	12	PHISH Free (Elektra/EEG)
6	13	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
28	14	CHRIS ISAAK Think Of Tomorrow (Reprise)
17	15	SUZANNE VEGA No Cheap Thrill (A&M)
18	16	LEAH ANDREONE It's Alright, It's O.K. (RCA)
20	17	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)
9	18	ELEANOR MCEVOY Precious Little (Columbia)
10	19	DAVE MATTHEWS BAND So Much To Say (RCA)
19	20	DAVE MATTHEWS BAND Two Step (RCA)
25	21	WHY STORE Father (Way Cool Music/MCA)
22	22	CRASH TEST DUMMIES He Liked To Feel It (Arista)
24	23	TOM PETTY & THE HEARTBREAKERS Climb That Hill (Warner Bros.)
26	24	STORYVILLE Good Day For The Blues (Code Blue/Atlantic)
—	25	NIL LARA How Was I To Know (Metro Blue/Capitol)
13	26	UGLY AMERICANS Vulcan Death Grip (Capricorn/Mercury)
—	27	ASHLEY MACISAAC Sleepy Maggie (A&M)
—	28	EELS Novocaine For The Soul (DreamWorks/Geffen)
21	29	JACKOPIERCE Trials (A&M)
15	30	R.E.M. E-Bow The Letter (Warner Bros.)

ADULT ALTERNATIVE begins on Page 115.

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